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HOW TO MAKE MONEY WITH POULTRY AND INCUBATORS

Complete Catalogue
1907

CYPHERS INCUBATOR CO. BUFFALO, N.Y., U.S.A.



MANUFACTURERS OF
INCUBATORS, BROODERS
POULTRY APPLIANCES, FOODS
AND STANDARD SUPPLIES

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CYPHERS INCUBATOR COMPANY

Manufacturers of the

Cyphers Non-Moisture,
Self-Ventilating
and Self-Regulating

INCUBATORS

Cyphers Brooders, Poultry Houses and Appliances,
Poultry Foods, Clover and Alfalfa Products,
Insecticides and Remedies

Publishers of the Cyphers Library of Poultry Books,
and Dealers in Standard Poultry Supplies

1907

ELEVENTH ANNUAL CATALOGUE



Copyright, November, 1906, by
CYPHERS INCUBATOR COMPANY
Publishers
BUFFALO, N. Y., U. S. A.

CYPHERS INCUBATOR COMPANY

(Incorporated,—Capital Stock, \$400,000)

HOME OFFICES AND FACTORY, Court and Fourth Streets,
BUFFALO, N. Y., U. S. A.

OFFICERS: { GRANT M. CURTIS, President.
WM. A. TRUE, First Vice-President.
H. E. MOSS, Second Vice-President.
ROBT. H. ESSEX, Secretary.
GEORGE H. GILLIES, Assistant-Secretary.
CHAS. W. PRYOR, Treasurer.
A. E. HOLZBORN, Assistant-Treasurer.

DIRECTORS: { GRANT M. CURTIS.
WM. A. TRUE.
ROBT. H. ESSEX.
C. A. DAMON.
GEORGE H. GILLIES.
E. M. GALLUP.



New Factory and Lumber Yards of Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

We occupy entire building shown in center of picture, and 27,000 square feet in building to left. Total floor space, 237,000 square feet—more than five acres of manufacturing and warehouse space, exclusive of branches.

American Branch Houses and Salesrooms:

21-23 Barclay St., NEW YORK CITY, N. Y.

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European Offices and Display Rooms:

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- -

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EXPLANATORY



AMONG the pages of this Annual Catalogue and Guide will be found two chapters that are of special interest; one tells of the remarkable growth and present magnitude of what today is known as the Poultry Industry; the other describes and seeks to explain the rapid increase in the prices of market poultry and eggs during the last six years. The contents of these two chapters will prove a revelation, not only to the general reader, but to many persons who consider themselves well informed on poultry subjects. The development of the poultry industry in its more important branches has been so rapid during the last ten years that few persons, if any, know the facts. We are convinced that not one of us realizes at the present time the extent of the still greater progress this industry is destined to make within the next few years.

What today is referred to commonly as the poultry industry did not exist twenty-five or thirty years ago. Poultry culture—meaning the breeding of fowls for fancy points—was followed forty and fifty years ago, as a business, by a limited number of enthusiasts, but the wide-spread production of poultry for table consumption did not become an industry until a way was discovered and the means invented to hatch eggs, and raise chicks and ducklings, in practically unlimited numbers.

The practice of incubating eggs, and of brooding chicks and ducklings, by artificial means, is very old. The Chinese and Egyptians are known to have produced untold numbers of domestic fowls in this manner centuries ago. They still use eccaleobions or "hatching ovens," having capacities ranging from fifteen to one hundred and fifty thousand eggs, but it remained for western civilization (European and American) to develop and popularize the small-sized, portable incubator, and the modern brooder and brooding house.

Art of Incubation
Very Old

America now leads the world in the profitable production of poultry in large quantities, by the use of incubators, brooders and other present day methods. And it has come to pass that the Cyphers Incubator Company, as a result of patient effort on the part of earnest men who feel that they have a life-work to perform, has won a place in the front rank in the invention, demonstration, manufacture and sale of "the best of everything required by poultry keepers." This claim is substantiated by the fact that the Cyphers Incubator Company now does a larger business—i. e., manufactures and sells more goods—than any other five companies engaged in the same line of business. We do not say this boastfully. Our wish is to record the fact, as showing the favor in which this company's goods are received, and to acknowledge in this annual catalogue our sincere appreciation of this patronage. We regard it as the highest stamp of approval that could be placed on our work by the interested public.

It is the fixed policy of the Cyphers Incubator Company to do all in its power to help solve the numerous problems of poultry culture, for therein lie the possibilities of its greatest success. Each customer of this company who succeeds is an invaluable advertisement of its methods and its goods. The Cyphers Company way must be "the successful way," if our business is to develop in proportion to our efforts. There is no other basis on which we can hope to build enduringly. For this reason, if for no other, it is the settled policy of the Cyphers Incubator Company to do its utmost in every way practicable to enable its customers to "make money with poultry and incubators."

**We Are Pioneers,
Nevertheless**

The business in which we are engaged is a comparatively new one. We are pioneers, so to speak. Many of the things our men have accomplished were never before attempted. Nine years ago this company was manufacturing eight different articles, all told—three sizes of incubators, two styles of brooders, a brooder stove, a drinking fountain and an egg-tester. At present it is manufacturing *more than seventy standard articles*, and its factories, food and alfalfa mill, branch stores and warehouses occupy more than nine acres of floor space and its annual sales have passed the million dollar mark.

On what basis has this immense business been established? We answer, **THE SUCCESS OF CYPHERS COMPANY CUSTOMERS.** We freely admit that it is our wish to succeed well in a business way—and we are proceeding on the principle that this result can be attained best by our helping to solve such poultry problems as remain unsolved, by manufacturing strictly first-class goods, by helping our customers in every practical way to achieve the maximum of success in their poultry work.

We are willing at all times to be judged by what we accomplish, *by what we do*, rather than by what we say we intend to do. Following is part of the record to date:

The Cyphers Company's Bureau of Information, established five years ago, has been a source of vital help to hundreds of poultry raisers—valued customers of this company. Thousands of helpful letters on all phases of the subject of profitable poultry keeping have been sent out, going to all parts of the world. This department, the correspondence of which is conducted in six languages, has amply repaid us, in that the timely advice given our customers by the men in charge has repeatedly turned prospective failure into success, with the result that small plants have developed into larger ones, and with their growth the demand for Cyphers Company's goods has increased.

The Cyphers series of books on practical poultry keeping has proved a boon to many earnest workers. This series, known as "The Cyphers Poultry Library," consists to date of eight carefully compiled and ably edited books, bearing titles as follows: Profitable Poultry Keeping in all Branches; Profitable Care and Management of Poultry; Profitable Poultry Houses and Appliances; Profitable Egg Farming; Profitable Market Poultry; Capons for Profit; Poultry-Plant Construction, and Profitable Poultry Feeding. Several of the foregoing have been adopted as text-books for poultry class instruction in the agricultural colleges of the United States and Canada—a high compliment indeed. Writing of these books two prominent poultry instructors have said:

"I thoroughly appreciate the value of your publications and have so expressed myself publicly many times during the past year. I want not only to put a set into the library, but into the hands of the students."
PROF. G. M. GOWELL, of the University of Maine, Orono, Me.

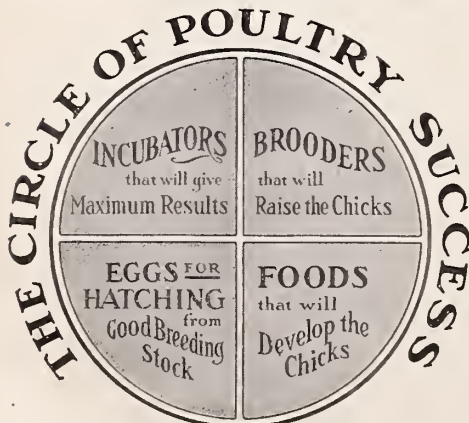
"We already have the books in our college library and I also have a full set on file in my office. I regard them as very valuable sources of information along poultry lines and I refer to them quite often in answering inquiries."
PROF. G. C. WHEELER, of the Kansas State Agricultural College.

See full description of these books elsewhere in this catalogue.

Attention is also called to our large and well-equipped experimental rooms. An equally complete department of the kind has never before been conducted by an incubator company. Noteworthy results have been achieved in this department, as will be discerned by reading the following pages. The Cyphers Incubator Company fully intends, as time passes—regardless of the expense that must be incurred—to go to the very bottom of each unsolved problem connected with its business, the solution of which may be necessary to the greater profit of persons who use its manufactures. We do not expect to be able to achieve complete success in a few months or years—possibly not in a dozen or in twenty years—but it is our intention to keep on trying. It will be both "good business" and a source of genuine satisfaction to do this.

Now that we have gone thus far, we will take the reader into the very heart of the established business policy of this company. Permit us to present an illustration, in further explanation of our view of the scope, *of the breadth of foundation*, that the business of the Cyphers Incubator Company should have. We shall call our picture, "The Circle of Poultry Success"—meaning the success of our customers, insofar as we believe we should be in a position to contribute to their success. A brief study of the diagram will suffice for the initiated—for all who have had experience and therefore understand the obstacles and pitfalls that often are met by those who undertake poultry raising, thinking that it is a short-cut to riches.

Four things are indispensable to poultry success: First, either good breeding stock, or eggs for hatching that are the product of good breeding stock. Second, incubators that will hatch profitable percentages of large and vigorous chicks and



The Four Essentials.

ducklings from the fertile eggs placed in them. Third, brooders properly adapted for raising, in profitable numbers, the chicks or ducklings intrusted to them. Fourth, suitable foods on which to raise the chicks and ducklings, with small losses.

There are other valuable "helps" to success with poultry, when raised in either small or large numbers, but the four enumerated above are *really the essentials*. Given these, the other things will come naturally and in due course.

Briefly, it is the aim and ambition of the Cyphers Incubator Company to be in a position to *supply its customers* with these four essentials. The time probably never will come when this company can furnish one-tenth of the breeding stock and eggs for hatching its customers will require; but this is not a sufficient reason why it should not own and operate one or more poultry farms for *experimental, demonstration* and commercial purposes. During several years this company owned and operated a three-acre duck and broiler plant at Wayland, Steuben County, New York, where its factory was located prior to 1901. Wayland, however, is eighty-four miles from Buffalo—too far for convenience. Furthermore, the location at Wayland was not well suited to the purpose, nor was the amount of land sufficient; hence we embraced the first opportunity to sell that plant, which left us free to look elsewhere.

An Experimental Poultry Farm

April 27, 1905, we purchased a fifty-acre farm, with dwelling, outbuildings, orchard, etc., located in the suburbs of Buffalo, on which we now are establishing a modernly-equipped, built-for-business poultry plant, and it is our intention to persevere in this work for years to come. On this experimental farm we are endeavoring to compile faithful records that will assist other investigators in determining some of the still-elusive facts in poultry culture. Here we are *putting our goods to the practical test*, at all seasons of the year, and at the same time seeking to produce vigorous breeding stock and well-fertilized eggs in large numbers, for our customers and ourselves.

Time was when incubator companies were not willing to sell eggs for hatching to be used in their make of machines, but the Cyphers Incubator Company is not in that class. We positively guarantee our incubators to do satisfactory work, when given a fair trial—the purchaser to be the judge. During each of the last few years this company has sold tens of thousands of eggs for hatching—eggs that were bought, in the main, from reliable poultrymen whose plants are located near our several places of business. Henceforth, this source of supply is to be reenforced from our own plant, with a proper guaranty as to fertility. See full description of Cyphers Company Poultry Farm elsewhere in these pages.

The main business of this company, ever since its organization, has been to build and sell incubators. Some six years ago it began the manufacture of balanced-ration, scientifically-compounded, machinery-mixed poultry foods—both dry and mash foods—desiring thus to assist its customers in raising, to a profitable maturity, the chicks and ducklings hatched in its incubators and entrusted to its brooders. This object has been attained to a highly satisfactory degree. Our trade in this line has developed rapidly, until now we operate at Kansas City—the chief primary grain market of this continent—the largest and best-equipped poultry food and clover mill in existence. See photographic views elsewhere in this catalogue.

In other words, customers of this company *can now buy of it* practically everything they need to insure the maximum chance of success in raising poultry for profit. Recognizing that we cannot hope to supply more than twenty to twenty-five per cent. of the breeding fowls and eggs for hatching that our customers will demand of us, we shall continue to draw upon reliable sources, in our desire to furnish the "right kind"; but as regards incubators, brooders and poultry foods, the other three segments of "The Circle of Poultry Success," we expect in future to be able to manufacture these goods in sufficient quantities to meet the increasing demand and make prompt shipment in every case. That we shall maintain the quality goes without saying. To do otherwise would be business suicide.

With best wishes for your success during the season now close at hand, we are,

Yours for progress,

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., November 1, 1906.



Cyphers Company Workers

1—Grant M. Curtis, President. 2—W. A. True, First Vice-President, General Sales Manager, and Head of Foreign Department. 3—H. E. Moss, Second Vice-President, Superintendent of Food and Alfalfa Mill, Kansas City, Mo., and Manager of Kansas City Branch. 4—Robt. H. Essex, Secretary, Manager of Home Offices, Head of Advertising Department, and Manager of Poultry Farm. 5—Geo. H. Gillies, Assistant-Secretary, and Head of Publication Department. 6—C. A. Damon, Superintendent of Manufactures, and Head of Purchasing Department. 7—F. H. Dillingham, Manager of New York City Branch House. 8—C. I. Nesmith, Manager of Boston Branch House. 9—E. M. Gallup, Head of Wholesale Department. 10—C. Z. Davis, Experimental Department. 11—Dr. P. T. Woods, Chief of Bureau of Information. 12—John B. Ludden, Managing Director European Headquarters, London, England. 13—W. E. Draper, Manager of Pacific Coast Branch House. 14—H. L. Smithson, Chemist in Charge of Laboratory.

CYPHERS COMPANY WORKERS—WHO THEY ARE

We respectfully submit that the men whose portraits are presented on the opposite page may reasonably be expected to know something about the business to which they are devoting their lives, and that advice given by them to customers of this company should be of value.

GRANT M. CURTIS, President:—Became interested in standard poultry in 1891. In 1892 established the Reliable Poultry Farm at Quincy, Ill. Between 1891 and 1900 bred fourteen varieties of standard fowl, including ducks and geese. March, 1894, founded the Reliable Poultry Journal, Quincy, Ill., of which he has remained editor and principal owner to date. Author of "Success with Poultry" and "Artificial Incubating and Brooding." In 1895 helped organize the Illinois State Poultry, Pigeon and Pet Stock Association, and was president during the first five years of its existence. Embarked in the incubator business in February, 1894. Has been actively engaged in this field during ten of the last twelve years. Became identified with the Cyphers Incubator Company as a stockholder and officer May 1, 1899. In 1902 and 1904 visited Europe to appoint representatives of the Cyphers Incubator Company, to arrange for opening European headquarters in London and to study poultry conditions in England, Ireland, France, Belgium, Holland, Denmark, Germany and Russia. Has been granted two patents covering improvements on the Standard Cyphers Incubators, as illustrated and described in the pages of this catalogue. January, 1906, was elected president of the American Poultry Association.

W. A. TRUE, First Vice-President, General Sales Manager, and Head of Foreign Department:—Became interested in poultry during early boyhood. Has bred and exhibited several popular varieties. Entered the employ of Cyphers Company in 1899, as assistant at Boston Branch. Later was promoted to manager, then called to home office to take charge of retail department. Spent three years investigating and studying practical working of poultry buildings, including laying houses, brooding houses and incubator cellars. Visited a large number of successful plants in the middle, eastern and New England States, then outlined, compiled and edited "Poultry-Plant Construction," by far the most comprehensive and valuable work on this subject issued to date. In 1901 became a stockholder of the company. In 1903 was elected a director. In 1904 was entrusted with the establishing of European headquarters in London. October 1, 1904, the entire trade of this company in Europe was placed in his charge. August 1, 1906, was recalled to Buffalo to fill position of general sales manager and serve as head of foreign department.

H. E. MOSS, Second Vice-President, Supt. of Food and Alfalfa Mill, Kansas City, Mo., and Manager of Kansas City Branch:—Has been interested in thoroughbred fowls since 1868. Bred Light Brahmas, or "Brahma Pootras" as then called, until 1878. Moved to Kansas City that year, where he began breeding Brown Leghorns and experimental crosses, making increased egg production the chief object. Followed utility breeding thirteen years, then formed a partnership for conducting a wholesale poultry and egg business, which became the most extensive of its kind west of Chicago. Next went into Pekin Ducks for market and raised several thousand each season during a number of years. Discovered what is known as "the Moss process" of hatching duck eggs in incubators, and advanced new ideas which now are generally followed by large and successful growers. Author of "Incubation: Natural and Artificial." Spent a number of years studying food values in theory and practice, and originated a number of commercial foods that now are used extensively. Designed the Climax Cramming Machine and introduced in the West this plan of improving ordinary market poultry. In 1901 organized the Midland Poultry Food Company. Entered the employ of Cyphers Company early in 1903. Since September, 1903, has been in charge of the compounding and manufacture of the Cyphers Company's balanced-ration, ready-mixed poultry foods, clover and alfalfa products.

ROBT. H. ESSEX, Secretary, Manager of Home Offices, Head of Advertising Department, and Manager of Poultry Farm:—First became interested in poultry and pet stock in 1871. Has owned and bred twenty varieties of standard fowl. In 1895 originated the "Pedigree Strain" of Buff Plymouth Rocks. During several years was a successful exhibitor at leading shows. Toured Western Ontario as lecturer for Ontario Government. Acted as adviser for the government on the dressed-poultry classes for Annual Ontario Live-Stock Show, Guelph, where his classification still governs. Lecturer on poultry in the United States. Was president of the Toronto Poultry Association, and an active member of the Canadian National Exhibition and the Ontario Poultry Association. Has been in frequent demand as a poultry judge. For seven years contributed regularly to the Reliable Poultry Journal. From 1899 to 1901 was associate editor of that journal, and during the next three years was secretary of the Reliable Poultry Journal Publishing Co., and business manager and associate editor of the paper. Edited and compiled the following books: "Eggs and Egg Farms"; "The Leghorns, All Varieties"; "Turkeys, Their Care and Management"; "Poultry Houses and Fixtures"; and "Ducks and Geese." Became a member of the Cyphers Incubator Company's staff of workers September 1, 1904.

GEO. H. GILLIES, Assistant-Secretary, and Head of Publication Department:—A poultry enthusiast since boyhood, breeding several of the popular varieties. February, 1893, established the Poultry Gazette at Topeka, Kas., and was editor and manager till he sold it, April, 1905. Under his management the Poultry Gazette became one of the leading journals of the country, developing an increased interest in better poultry in the middle west. Has done much to aid and encourage the poultry breeders of the western states and enjoys a large personal acquaintance among them. Helped secure from the legislature an annual appropriation of \$1,000 for the Kansas State Poultry Show. Seven years a director and two years secretary of this show, and the mammoth exhibits held at Topeka were largely due to his efforts. Became associated with the Cyphers Company, June, 1905.

C. A. DAMON, Superintendent of Manufactures, and Head of Purchasing Department:—An experienced dealer in and user of poultry supplies. For years was agent for different makes of incubators—in quest of a really good hatcher. One of the best known and most successful breeders and exhibitors of standard poultry in this country. Bred and exhibited Brown Leghorns thirteen years; Barred Plymouth Rocks twelve years. Breeder of Rhode Island Reds seven years. Has won highest honors repeatedly at Chicago, Boston, St. Louis, Hagerstown (Md.), and other leading exhibitions. Joined National Fan-ciers' Association, Chicago, in 1898, became vice-president in 1899, auditor in 1900, director in 1901 and was superintendent in

CYPHERS COMPANY GUARANTY

To Whom it May Concern: We, the Cyphers Incubator Company, legally incorporated under the laws of the State of New York, and each member thereof, hereby agree, as a company and as individuals, that if in any case Cyphers Incubators, Brooders or other Manufactures are found not to be as represented by us, or will not do the work claimed for them, they can be returned at any time within ninety (90) days of the date of purchase, and if in good condition, less reasonable wear, we will immediately refund the price paid for same.

It is the ambition of the Cyphers Incubator Company to have its goods recognized throughout the world as **THE BEST** in existence for the uses intended. We earnestly desire that every interested person shall know and feel free to concede that **CYPHERS GOODS ARE STANDARD**, and that the prices asked for them are right and fair, merit and value considered.

Prosperity for us depends on the success of Cyphers customers, hence our established policy of doing everything in our power to help them succeed. With our present organization, Buffalo Manufactory, Kansas City Mill, five Branch Houses and London Offices, we possess unequaled facilities for filling orders promptly, and customers may rest assured that, whether their orders are large or small, each order will receive the same careful attention.

Signed:

CYPHERS INCUBATOR COMPANY.



Grant M. Curtis.
President.

Attest: *W.A. Yule*

Vice-President.

R.B.H. Essex

Buffalo, N. Y., November 1, 1906.

Secretary.

1902. During 1903 and 1904 was secretary of Chicago Poultry and Pet Stock Association. Helped organize and was first president of American Single-Comb Brown Leghorn Club. Was in the employ of Armour & Co. nine years, holding positions of trust, where he had considerable to do with the poultry department. Has operated incubators and brooders thirteen years, and made numerous experiments with them. Entered employ of Cyphers Incubator Company in 1901 as manager of Chicago branch house. November 1, 1905, was called to Buffalo to take full charge of manufacturing. Valuable suggestions made by him have been incorporated from time to time in the company's manufactures.

E. M. GALLUP, Head of Wholesale Department:—Has been engaged in commercial business last twenty-five years. Was with National Cash Register Company five years, and with Cordley & Noyes, New York City, the same length of time. Became traveling salesman for Cyphers Incubator Company late in 1904. Was promoted to present position September 1, 1905.

F. H. DILLINGHAM, Manager New York Branch House:—Began keeping poultry "for profit" when ten years old, at which age he invested \$10 in a boy's poultry plant. Was seven years in the employ of Jos. Breck & Sons, seed merchants and dealers in incubators, poultry and poultry supplies. Resigned this position five and one-half years ago to enter the employ of the Cyphers Incubator Company as New York branch manager. In 1903 became a stockholder. Has exhibited incubators, brooders and poultry supplies in the principal cities of New England, hatching chickens during the shows and demonstrating the value of the goods on exhibition. Since he became manager of the New York branch house of Cyphers Incubator Company, has bred White Wyandottes with the object of building up a strain of exhibition birds. Acting for this company, he has personally laid out and equipped a large number of practical poultry plants in the neighborhood of New York City, and today is one of the half-dozen best-posted, all-round incubator, brooder, poultry and poultry-supply salesmen in the business.

C. I. NESMITH, Manager Boston Branch House:—First began breeding poultry in 1881. Since 1894 has not had less than twenty incubators in use and has incubated 30,000 or more eggs each season. Tried six popular makes of incubators and adopted the Standard Cyphers as being the best. Was one of the original ten subscribers to the Boston Poultry Association and a member of the New England Light Brahma Club. Served as superintendent of all fairs held by East Middlesex Agricultural Society and was first secretary of the Suburban Poultry Club, Reading, Mass. Of late years has devoted his time to the production of market poultry and eggs and to the hatching and sale of day-old chicks. Entered employ of Cyphers Incubator Company in 1905 as salesman at New York City branch house. Fall of 1905 became assistant manager of Boston branch. May, 1906, was promoted to position of manager.

C. Z. DAVIS, Experimental Department:—Has been engaged in manufacturing and engineering practice for sixteen years, during which time he has held responsible positions, ranging from foreman to superintendent, with large manufacturing plants. For several years has been associated with the Cyphers Incubator Company in its mechanical and experimental departments. Is a close student of the laws of physics and mechanics and is deeply interested in solving the problems of artificial incubating and brooding. Has experimented extensively in the construction and operation of incubators and brooding devices. Invented the Cyphers Company automatic moisture device, Cyphers Company flame reducer and Cyphers Company brooding house regulator. Has designed a number of practical poultry appliances. Owns and conducts an experimental poultry plant at his home place, where he is breeding Barred Plymouth Rocks.

P. T. WOODS, M. D., Chief of Cyphers Company's Bureau of Information:—Graduate of Boston University School of Medicine in 1895. Was resident physician in Homoeopathic Dispensary, Roxbury, Mass., during 1894-1895. Has bred poultry since 1876, including Buff Cochins, White and Brown Leghorns, and the American varieties. Is now establishing a strain of pedigree White Wyandottes. When in his teens worked for practical poultrymen in New England, and learned to buy, dress and sell market poultry. Was superintendent of Millville Poultry Farm, Millville, N. J., two years, where the American breeds and ducks and geese are bred in large numbers. Has designed and built practical incubators and brooders, and experimented with and operated most of the leading makes. In 1898 began lecturing on poultry health and diseases. Since 1896 has been consulting expert on poultry diseases, and has supplied latest designs for sanitary poultry buildings, brooders and practical poultry plants. During the past nine years has contributed regularly to leading poultry papers. Is author of numerous illustrated articles treating technically of the anatomy of fowls, dissection, post-mortems, poultry health, prevention of diseases, insects affecting poultry, etc., on which subject he is recognized as an authority. In 1902 became associated with the Cyphers Incubator Company. Dr. Woods edited and compiled Books Nos. 1 to 5 of the Cyphers Series on Practical Poultry Keeping, and has rendered valuable assistance both in laboratory work and in the improvement of other goods manufactured by this company.

J. B. LUDDEN, Managing Director European Headquarters, London, England:—Previous to entering employ of company raised White and Brown Leghorns and Barred Plymouth Rocks. In 1902 accepted a position with company as salesman at its New York City branch house. Continued in this position until fall of 1903, when he was called to the home office to serve as first assistant in the retail department. At the time Mr. W. A. True was transferred to London, Mr. Ludden became head of the retail department. September, 1905, went to London as assistant manager of London branch. August 1, 1906, was promoted to position of managing director of European headquarters, London.

W. E. DRAPER, Manager Pacific Coast Branch House, Oakland, California:—Entered employ of company January 4, 1901, as first assistant at New York City branch house, then located at No. 8 Park Place. Early in 1903 was called to home office and placed on road as traveling salesman. During season of 1903-1904 was first assistant in retail department at Buffalo. December 1, 1904, was sent to San Francisco to open branch house and was placed in charge as manager. August 1, 1906, the company's entire trade interests (retail and wholesale) on the Pacific Coast were entrusted to his charge.

H. L. SMITHSON, Chemist in Charge of Laboratory:—Received his first chemical training under Julius Ostersetzer, of Vienna, Austria, in the laboratory of Messrs. W. & H. M. Goulding's chemical works, Dublin, Ireland. Later, was a student at Trinity College, Dublin, under Prof. John R. Reynolds, one of the most noted chemists in Europe. Upon coming to this country to reside, in 1881, took charge of the chemical laboratory of a large packing establishment in Chicago, at the same time studying under Professor Gilbert C. Wheeler of that city. Was department head for Messrs. Armour & Co. for a number of years, thus enjoying a wide business experience. Has been a close scientific student and for the past decade has made a special study of the food and medicinal requirements of poultry, dogs, cats and cage birds. During several years bred and exhibited Game Bantams, winning first and special prizes in all the principal cities of Great Britain. Entered the employ of Cyphers Incubator Company in January, 1906.



PROGRESS AND PATENTS

FROM THE DATE the Cyphers Incubator Company was organized as a co-partnership in 1897, until September 14, 1903, at which time the management of the affairs of the corporation passed into the hands of the present officers and board of directors, no letters patent were issued to it, *nor were any applied for*. During the time stated the company made no progress whatever in that direction.

Previous to September 14, 1903, this company did not conduct an experimental department, nor did it have in its employ anyone whose first duty it was to improve its goods and create new inventions. Since that date a noteworthy change has taken place. For example, during the two years that ended August 31, 1905, *more than fifteen thousand dollars* was expended by the company in experimental work, exclusive of the cost of patents, with the object of improving its goods and of perfecting new devices.

The Results:

The results of the company's efforts in this line during the last two years will be found set forth in the pages of this catalogue and may be summarized as follows:

Number of new patents granted Cyphers Incubator Company since September 14, 1903, **eight**.

Number of additional patents applied for but not yet reached by the patent office, **nine**.

Number of patents purchased by company, **three**.

Total number of new patents obtained, applied for and purchased since September 14, 1903, **nineteen**.

Total number of patents (as issued to date) now owned by Cyphers Incubator Company, **twenty**.

Improved-Pattern Standard Cyphers Incubators

These practically perfect hatching machines, as fully illustrated and described in this catalogue, are *completely covered by letters patent owned by this company*. Conspicuously displayed on the front of all latest-pattern Standard Cyphers Incubators will be found an attractive transfer showing the trade mark of this company and giving the dates of the seven separate patents under which these machines are manufactured. It will be found impossible to duplicate the construction of the genuine Cyphers Incubators without infringing the patents thereon. Patented features of the genuine Standard Cyphers Incubators have been imitated, but our imitators carefully avoid the proper construction, seeking thus to escape prosecution for infringement; but such construction is defective and the results unsatisfactory. *Accept no substitute; demand the genuine*. Sold invariably *under registered trade mark* by this company at its seven places of business and by more than two thousand authorized agents.

Buffalo, N. Y., November 1, 1906.

Cyphers Incubator Company.

UNEQUALED INCUBATOR TRIUMPH CONFIRMED BY SEASON'S WORK

Story of the Improved-Pattern Standard Cyphers, Telling How the Cyphers Incubator Company, After Two Years of Investigation and Experimenting, Constructed 250 New-Pattern Machines,

Then, Instead of Offering Them Untried to the Buying Public, Secured Abundant and Absolute Proof of Their Superior Hatching Qualities by Having Them Tested in All Parts of the United States and Canada.

THESE TESTS HAVE NOW BEEN CONFIRMED BY THE SUCCESSFUL USE OF MANY THOUSANDS OF THESE NEW-PATTERN MACHINES THROUGHOUT AN ENTIRE HATCHING SEASON.

DEALING with the "life principle" in any form is a delicate matter. Yet this is precisely what incubators and brooders do. The incubator develops the chick embryo to the point of exclusion, and the brooder then takes charge of the day-old chick and must be relied on to raise it to weaning age, provided the enterprise in which incubators and brooders are used is to prove successful.

Times without number, in the history of the art, incubator and brooder manufacturers—experienced men, at that—have made changes in their machines, acting in good faith, but without taking the proper precaution to make *absolutely sure* that the changes were, in fact, improvements.

Placing untried goods on the market is both unwise and unfair. It is unwise from the point of financial investment, because the individual or company that does this will be called on to replace the defective or worthless articles, and it is unfair for the reason that the buyers of such goods will be disappointed and injured. Nor will their losses ever be made good. The defective articles may be replaced, but this does not restore lost opportunities.

It was for the foregoing reasons that the Cyphers Incubator Company, in April, 1905, even after its officers had become convinced, as a result of carefully conducted experiments, that several well-considered additions to its standard incubators were valuable aids to incubation, nevertheless, decided to

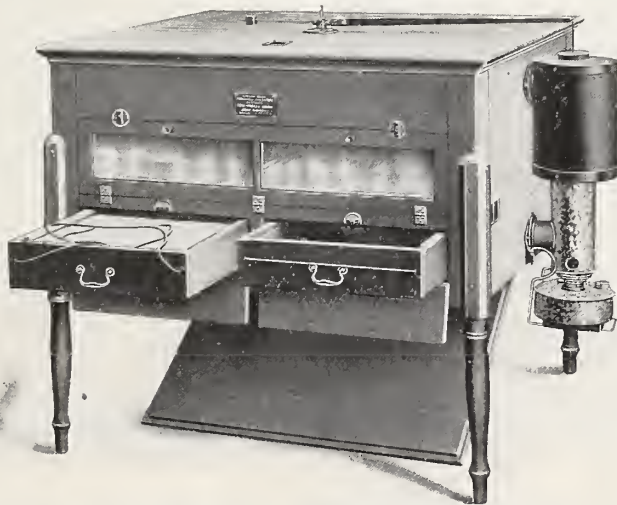
subject its new-pattern machines to a decisive test in all parts of the United States and Canada before offering them for sale.

We realized, too, that extreme care needed to be exercised in seeking to improve the old-style Cyphers, which, during the eight years it had been on the market, had excelled in hatching records all other makes of incubators, both in this country and Canada. Thousands of poultry raisers had pronounced it practically perfect, basing their opinion on its work, as compared with that of other types of incubators. Still it was our belief that the machine could be improved and neither time nor money was spared in our efforts.

Additional to our own experiments, numerous trips were made by the President of the company to the most successful

practical poultry plants in the country, where experienced operators of Cyphers incubators were interviewed. Each of these men was asked to state wherein he believed our machines could be improved, either in hatching qualities or convenience of operation.

Finally the branch managers and heads of departments of the company (11 in number) were called upon for criticism and suggestions. The object of this convention, lasting two weeks, was to avoid mistakes and achieve noteworthy success. Every really valuable suggestion thus received was successfully embodied in the latest-pattern Cyphers Incubators and Brooders in *simple and durable form*.



Photographic reproduction of the new-pattern Cyphers Incubator as originally sent out to be tested by experienced poultrymen throughout the United States and Canada.



PRESIDENT'S OFFICE



WHOLESALE DEPARTMENT



GENERAL VIEW:
MAILING CIRCULARS AND PREPARING SUPPLY CATALOGUES



RETAIL DEPARTMENT



FOREIGN DEPARTMENT

A STEP NEARER PERFECTION IN THE MAKING OF INCUBATORS

After working a year and a half, on lines as above indicated, we manufactured, during the latter part of April, 1905, 250 of what we styled the 1906-Pattern-Standard Cyphers Incubators, embodying in their construction the various improvements we believed should be made, and more than 225 of these new-pattern machines were shipped to well-known poultrymen and experienced operators, located in widely-distant sections of the country—to some near the seacoast, to others in the central west, to others in northern latitudes, to others in the southern States and to still others located at high altitudes, in mountainous regions. We were determined to have the new-style machines *tested by actual use* in every latitude where incubators are operated in considerable numbers, under the greatly varying conditions that incubators must meet and be able to control or counteract.

With each machine, or each lot of machines, of the new-pattern (a number of old customers who had heard of them, or had seen them in our experimental rooms, bought two to ten) we sent out an eight-page circular and one or more copies of a special report blank, with the request, in every case, that the operators *follow our directions as contained in the circular*, in operating these machines; that they keep careful records of their trial hatches on the report blanks furnished, and that these reports be returned to us with a statement of the result of each hatch and a frank criticism of the changes made, together with any suggestions that might occur to them for further improvements.

We believe we can tell this part of the story in no better way than by reproducing herewith the above mentioned circular and report blank. They were as follows:

CYPHERS INCUBATOR COMPANY'S NEW-PATTERN INCUBATORS

Patented: Jan. 31, 1893; Dec. 4, 1894; Aug. 28, 1900

THREE NEW PATENTS APPLIED FOR

Description of the new-Pattern Standard Cyphers Incubators, with Directions for Operating Same

INCUBATORS bearing the name "Cyphers" were first manufactured in Philadelphia late in 1896—something more than eight years ago. From that time until September 14, 1903, no changes or improvements were made in these incubators except that in 1898 ventilators were located in the tops of the machines, and in 1900 they were removed from the tops and placed in the bottoms of the machines. With this single exception these incubators were not changed in any way during the seven years, except in small details of construction, such as the thickness of lumber used, the length and kind of nails, the size and style of screws, etc.

September 14, 1903, the general management of the Cyphers Incubator Company passed into the hands of the present officers and Board of Directors, since which date progress has been the watchword. Although we were lacking at that time in adequate facilities to do the work properly, such progress was made during the season of 1903-1904 that we were able to announce the following improvements, as embodied by us in the 1905-Pattern Standard Cyphers Incubators:

1. A SOLDERLESS HEATER, the only one manufactured without the use of solder. This heater is constructed

of heavy galvanized iron that is closely fitted and tightly riveted to light-weight, gray-iron castings. It is covered with a $\frac{3}{4}$ -inch thick, air-celled asbestos jacket and is guaranteed smoke-proof.

2. A RIGID-BOWL LAMP, made of best quality heavy galvanized iron, with seamless bottom, that cannot "buckle" and will not leak. The interior brace of this lamp allows a free flow of oil, but holds the top and bottom of the bowl perfectly rigid, so that pressure against the heater cannot force oil up through the wick nor through the air-hole, thus wasting oil and soiling the burner and bowl.

3. A RIGHT-ANGLE iron lamp support or bracket that is attachable instantly, without the use of nails or screws.

4. A REMOVABLE TOP DIAPHRAGM, so that the upper felt can be dusted, cleaned, aired and easily replaced, when occasion demands.

5. A MECHANICALLY-PERFECT STANDARD THERMOSTAT, having increased power and more sensitive bearings.

6. A SPLIT OR DOUBLE LOWER DIAPHRAGM, so that the burlap chick nursery floor can be removed, washed, aired, replaced and the space between the burlap and felt readily cleaned.

No sooner had the model for our 1905-pattern standard incubator been approved, than we set about investigating and experimenting, with the object of making still further improvements. With the assistance of a corps of competent men, who have not failed to carefully consider every valuable suggestion made by experienced operators of incubators manufactured by this company, we feel that it is in order for us to say that extraordinary results have been achieved.

OUR NEW-PATTERN STANDARD machines embody the patented principles that have made the Cyphers Incubators world-famous, and also contain numerous self-evident improvements that render this latest pattern far more durable, and also much more convenient and economical to operate. Better still, we confidently believe that by the use of these machines our customers will be able to obtain decidedly larger average hatches of larger and stronger chicks and ducklings, taking the hatching season as a whole and duly considering the widely-varying conditions under which incubators are operated, as regards heat and cold, ranging from mid-winter to late spring; climatic differences, ranging from Northern Canada to the torrid zone; atmospheric pressure, ranging from sea-level to 7,000 feet above; and the humidity of the surrounding air, ranging from arid and droughty regions to localities and periods of excessive saturation.

Following is a necessarily brief, but quite full description of the new-Pattern Standard Cyphers, with an explanation of the advantages gained by the improvements:

CASE—The case is of the same dimensions as our 1905-style, except that it is four inches deeper. The increased depth occurs in the chamber that contains the eggs, thus securing a larger volume of air, which repeated tests have proved to be beneficial, and this increased depth also enables us to locate the eggs at a greater distance from the bottom of the hatching chamber, thereby placing them in a purer stratum of air.

HEATER—The heater is the same as the one used on our 1905-pattern standard machines, except that the top of the perforated asbestos jacket is covered with a black enameled metal cap that extends down over the upper edge and protects it from injury. There is also a band of enameled sheet metal around the bottom of the asbestos jacket, which protects the lower rim. These devices not only add greatly to the durability of the heater, but also add much to its appearance.

LAMP SUPPORT—We have discarded the style of lamp support which was fastened to the bottom of the machine by the use of screws and have invented a device (for which letters patent have been applied) that is attachable without the use of nails or screws and that holds the lamp snugly in position and is perfectly safe, for the reason that it cannot become loosened. Bosses with countersunk holes are made part of the lower casting that fastens the heater to the case of the machine. The lamp bracket, consisting of the lamp board and extra-heavy copperized steel wire springs, fits readily into these two holes in the bosses and "slips home" almost of its own weight. This device holds the lamp exactly in the right position, where it cannot become displaced or fall to the floor. Furthermore, a brass ring is attached to each lamp burner



FRONT VIEW OF
NEW YORK BRANCH.



ENTRANCE TO RECEIVING AND
SHIPPING DEPARTMENT.



MANAGER'S OFFICE.



SALESROOM.



POULTRY SUPPLY ROOM.



INCUBATOR AND BROODER STORAGE ROOM.

A STEP NEARER PERFECTION IN THE MAKING OF INCUBATORS

furnished with our new-pattern incubators, which acts as a guide, so that the lamp burner readily finds the right position underneath the heater when put in place on the lamp shelf (or support) by the operator. Persons who are accustomed to the old-style lamp support and burner that have been used during the past several years on Cyphers Incubators, will be much pleased with this new support and the brass guide, in actual use. When placing the lamp in position, be sure that it fits snugly against the heater at all points.

DOUBLE TOP DIAPHRAGMS—The new-pattern machines (Nos. 2 and 3) have two top diaphragms instead of one. These two diaphragms (like the one in our 1905-pattern standard incubator) are removable. By this arrangement they can be taken out for any purpose without removing the thermostat. These diaphragms are covered with a good quality of fine-texture muslin instead of with thick woolen felt. This change will save ten to fifteen per cent. of the oil needed to operate the machine, for the reason that the heated air passes through these muslin diaphragms more readily than through the heavy felt, instead of banking up in the radiating chamber above the old-style diaphragms. Inasmuch as the texture of the muslin is fine, we have found that this material diffuses the heated air equably throughout the hatching chamber, thus accomplishing the same desirable result as the much thicker felt diaphragm. Repeated experiments demonstrated to us that where burlap or other coarse material was used for this upper diaphragm, the diffusion of heat from the radiating chamber into the hatching chamber was not equable, as indicated by a variation of from three to five degrees in different parts of the hatching chamber, on a level with the top surface of the eggs.

NEW THERMOSTAT—This machine is equipped with a toggle-lever or toggle-joint sheet steel and zinc thermostat, the patent rights of which are the property of this company. By actual test this thermostat is more sensitive and active than the sheet steel and aluminum thermostat known as the Standard Cyphers, which has been used with uniform success by this company during the last eight years. While it is more sensitive, it is also more delicate. We have constructed these thermostats, therefore, so that they are interchangeable with the Standard Cyphers Thermostat, with the idea that if they do not prove as durable, and give equal or greater satisfaction, they can be replaced by us, thus preventing loss on the part of our customers. Care needs to be taken in handling them, hence they are placed in proper position in the machines at the factory, and carefully crated to prevent injury in shipment. Furthermore, the improved construction of the new-pattern machines makes it unnecessary for the operator to disturb the thermostat. The removable top diaphragms, two in number, can both be removed without taking out the thermostat or interfering with it in any manner. For this reason we believe the new instrument will do the work required of it, year after year, without injury or deterioration.

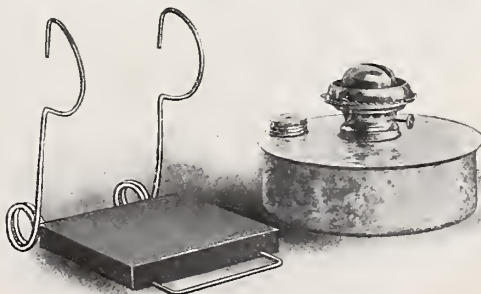
INCREASED CAPACITY—By lengthening the egg trays $3\frac{1}{2}$ inches and furnishing an extra wire strip that closes the chick drop-way, we have been able to increase the capacity of our new-pattern machine without increasing the cost to the purchaser. This extra strip, when placed in position, covering the chick drop-way, enables the operator to fill the tray full of eggs. After the first or second test this strip may be removed, or it can be left in position until the last time the eggs are turned, or cooled, before pipping. It should then be removed so that the chicks or ducklings will drop down into the nursery below when they come forward to the light.

NURSERY DRAWERS—(Patent applied for.) Chick or duckling drawers are furnished with the No. 2, 240-egg capacity, and No. 3, 390-egg capacity, new-pattern machines. These drawers occupy the nursery space underneath the egg trays, and are reached through solid wooden doors located in the front of the incubator below the glass-panel door that opens into the upper portion of the hatching chamber where the egg trays are situated. These drawers are four inches deep. One-inch wire mesh is securely attached to the bottom by the use of cleats. In each drawer is a removable burlap bottom, and in the back of each drawer, near the top, is a roll curtain that should be drawn forward over the backs and heads of the chicks or ducklings before

the drawer is pulled out, thus preventing their jumping out or trampling one another at the time the drawer is removed. The drawerful of chicks and ducklings may then be removed and carried to the nursery, brooding house or brooder, and the burlap bottom and overhead curtain will protect them from the change of temperature and weather. By means of these drawers the chicks or ducklings can be removed safely and quickly from the deep nurseries of our No. 2 and No. 3 Incubators, saving one handling, and can be carried to any point without endangering them by chilling. By means of the separate wooden lower doors through which access is had to the nursery space to remove drawers, the incubator can be quickly and tightly closed after a drawerful of chicks or ducklings has been removed, thus preventing the chicks or ducklings in the other drawer from being exposed or chilled, also preventing the exposure and chilling of chicks and hatchable eggs that remain on the egg trays after the first drawerful of chicks or ducklings has been removed from the machine. The advantages of this style of construction, where doors are used in place of ordinary drawers, will be apparent to all.

REMOVABLE LOWER DIAPHRAGMS—The lower diaphragms of the new-Pattern Standard Cyphers Incubators are removable, the same as in our 1906 pattern. No extra felts or other trappings are required at any season of the year in the successful operation of these machines. The felt used in the construction of the lower diaphragms is protected, both from above and below, against the attack of mice and moth millers. There is no possible chance of moth millers getting into this machine when the doors are closed, to work havoc with the woolen felt, as is the case where slatted bottoms are used, that remain open at all times.

DROP-BOTTOM FOR SUMMER USE—(Patent applied for.) We call special attention to the drop-bottom feature of these new-pattern machines. The bottom panel consists of a substantial frame, enclosing a hinged bottom that can be let down any distance until it reaches the floor, by merely turning the two thumb nuts located underneath the machine, near the front. By this means the entire wire-protected, felt bottom of the nursery department is exposed, thus materially increasing the ventilation of the hatching chamber and nursery department, especially the latter. Staggered ventilating holes are located in the drop-bottoms of these machines, one set underneath the rear half of each chick drawer and egg tray. These holes are covered with burlap, thus breaking up the air currents and diffusing the fresh air more equably. Across the entire exposed interior of the machine and above the drop-bottom, closely-woven wire screen is located, so that mice, rats, moth millers, etc., cannot gain access to the machine and work damage to the interior. We recommend this drop-bottom method of ventilation for use when the machine is operated during the warm months of May and June in the temperate zone and during other periods of the year in the torrid zone; also when the temperature of the apartment in which the machine is operated ranges above 70 degrees Fahrenheit. It is at this time that the exchange of air from the outside of the machine into and through the hatching chamber and nursery is sluggish, thus reducing the amount of oxygen that enters the machine and causing the chicks or ducklings to pant, owing to a lack of oxygen in the air of the nursery. It is not excessive heat, in other words, that causes the chicks or ducklings to pant, as they sometimes do, but a lack of sufficient oxygen or fresh air.



Improved Lamp and Lamp Support.



MANAGERS OFFICE



PART OF SALESROOM



BOSTON BRANCH



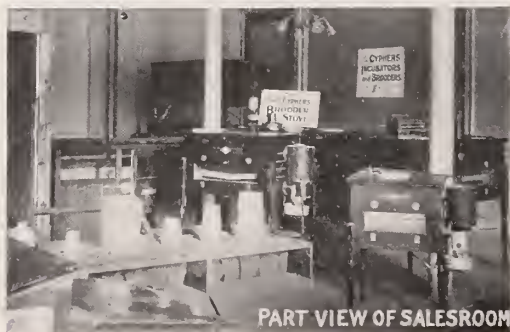
PART OF STOREROOM



PART OF STOREROOM



SHIPPING ROOM



PART VIEW OF SALESROOM

A STEP NEARER PERFECTION IN THE MAKING OF INCUBATORS

ELASTIC VENTILATION—The ventilation of our new-pattern incubator marks its chief claim as a distinct advance over earlier patterns. By retaining the return-draft style of heater, as used exclusively on the original, genuine Cyphers, we have an entirely automatic system of ventilation that is sufficient to produce good hatches, especially where the machine is operated in an apartment, the temperature of which does not range above 60 to 65 degrees, even though all ventilators are kept closed, either as a result of carelessness or lack of experience. In other words, this machine is "neglect-proof," if we may be permitted the expression, and will bring off good hatches, so far as ventilation is concerned, regardless of inexperience in this respect, provided the lamp is kept going and the regulator has been adjusted. On the other hand, we have secured, for the experienced operator, in the construction of this new-pattern Standard Cyphers Incubator, the maximum elasticity, as regards ventilation, with which to meet the widely-varying conditions that exist at different seasons of the year, (cold and warm): at different latitudes (north and south); at different altitudes (low, medium and high), and in different apartments, as, for example, in cool cellars and warm living rooms, or in other places where incubators are operated that are cold at night and quite warm during the day. In time past incubators have been so constructed that the intelligent and experienced operator could not properly meet these widely-varying conditions, with the result that his experience was of practically no value. By the intelligent use of this new-pattern Cyphers the totally inexperienced, as to thermal changes and ventilation, will obtain good hatches; whereas the experienced operator, by the proper handling of the machine, will be able to obtain considerably better hatches, in fact should secure the maximum results possible. He is given the means to increase or decrease, at will, the ventilation of this machine so that it should hatch equally well in a temperature at or above freezing, and in a temperature ranging as high as 80 to 90 degrees. When the temperature of the room in which this pattern of Cyphers Incubator is used, rises above 70 degrees, we recommend that the drop-bottom be let down until it rests upon the floor. It may be left in this condition night and day, in a temperate latitude, during May and June. If the temperature should drop to 60 or even to 50, during part of the time while the drop-bottom is let down, no harm will be done—none whatever. As a general rule we recommend the following: (1) When this pattern of incubator is operated in a temperature of 32 to 40 degrees, keep all ventilators closed at all times, trusting implicitly to the automatic ventilation of the machine through the forced draft, return current of the heater, which supplies warmed, fresh air to the machine when it is operated in a cold apartment, and all ventilators are closed tight. (2) When operated in a temperature of from 40 to 65 degrees, open the wooden slides in the bottom of the machine part way to full width at the time the machine is started and keep them open until the 18th day, then close them tight until the hatch is completed. (3) When the machine is operated in a temperature of 65 to 90, lower the drop-bottom to the floor and leave it open as long as the temperature of the apartment does not fall below 60 degrees. Do not, in this event, be afraid of too much ventilation when the drop-bottom is let down. The circu-

lation of warmed air through the Standard Cyphers Incubator is slowly downward, thus preventing any inrush of cold air from below. What fresh air does enter the hatching chamber from below finds its way there almost imperceptibly. It has to work upward through the heavy woolen-felt lower diaphragms and the burlap bottoms located in the nursery trays, and against the gentle but positive downward movement of the body of heated air in the nursery department and hatching chamber. By the intelligent use of this drop-bottom, during the warm months of the hatching season—May and June—we expect careful operators to increase their hatches fully 10 per cent. and oftentimes more than this.

COMBINATION MACHINES—These No. 2 and No. 3 improved-pattern Standard Cyphers Incubators are combination hen-egg and duck-egg machines. Extending downwardly through the top of the No. 3 machine will be found two, inch-and-a-quarter tin tubes that are covered at the top with metal ventilator slides, and that reach to within less than an inch of the top surface of the eggs. These are for use in "drying-off" ducklings when the hatch is well under way. Experienced duck men have found this method of extra ventilation to be both practical and necessary. Only one ventilating tube of this kind is located in the top of the

A COPY OF THE REPORT BLANK

PLEASE ANSWER THE FOLLOWING QUESTIONS REGARDING THE STANDARD
CYPHERS INCUBATOR, 1906 PATTERN.

Q. : Did you run incubator in cellar or above ground? Was room dry or damp, hot or cold? Was ventilation of room good?

A. : In cool cellar. Fairly damp. Good ventilation. Cellar varied in

temperature but the incubator did not.

Q. : There are three ventilators on machine (one each side and one on top) in addition to the holes in the bottom slides. Did you have all these closed? If not, state which were open, and at what periods during incubation they were open. Was the hinged bottom closed or let down?

A. : The ventilators were closed to start and gradually opened daily

until 15th day, when they were full open and were kept this way

during remainder of hatch.

Q. : At what temperature did you run the machine?

A. : First Week	Second Week	Third Week
103 degrees	103 degrees	103 degrees

Q. : Did chicks hatch pretty well together or was the hatch prolonged?

A. : It was the quickest hatch we have ever seen, all chicks being out

within six hours from the time they started until the end.

Q. : What was the condition of the chicks and shells that did not hatch? Do you think the lateness of season affected the vigor of the germs?

A. : Every egg hatched out of the 360 eggs that was fertile, with the

exception of three or four, probably through weak germs.

Q. : What in your opinion should be done to secure a better hatch?

A. : Impossible to get better results.

Please fill in following columns

Number of Eggs Set.	Number Fertile First Test	Number Left in after Second Test	Number of Chicks Hatched	Date Hatched
360	300	298	282	June 24th

W. Cook + Son
J. A. Cook



CHICAGO BRANCH



MANAGER'S OFFICE



SALESROOM



DISPLAY ROOM, 2ND FLOOR



INCUBATOR STORE ROOM, 5TH FLOOR



BROODER STORE ROOM, 5TH FLOOR

No. 2 machine, which will be found sufficient. Furthermore, in each end of both the No. 2 and No. 3, 1906-pattern machines, near the front, will be found two metal ventilator slides covering one and one-fourth inch tubes, the inner ends of which open into the nursery drawers. These are for use to furnish an additional supply of fresh air and oxygen to the ducklings (not required for chicks) when the drawers are well filled. In a moderately cold apartment the staggered ventilating holes in the bottom of the machine should be opened when the nursery drawers begin to fill with ducklings, also the side ventilators opening into these drawers; whereas, in a warm apartment, or during warm weather, the drop-bottoms should be lowered and the side ventilators also opened, thus furnishing ample fresh air for the numerous lusty ducklings. These extra top and end ventilators are not needed at any time, under ordinary conditions, for hatching hen eggs. Under all ordinary conditions where hen eggs are being hatched, these ventilators should be let alone—i. e., should be kept closed tight.

TEMPERATURE—Operate these 1906-pattern machines at the same temperature you do the older styles of Cyphers Incubators, or a trifle higher, say one-half degree higher, on the average.

CYPHERS INCUBATOR COMPANY.

Dated May 1st, 1905, Buffalo, N. Y.

Taking Chances on Hot Weather and Low Fertility

We fully understood at the time we sent out these new machines (May 1 to 15, 1905) that it was late in the season and that, therefore, we were taking long chances as regards satisfactory results. If the reports received of the trial hatches had ranged from 70 to 80 % of the fertile eggs we would have been satisfied. The interested reader may well imagine, therefore, our gratification when report after report came in, representing practically all parts of the country, telling of 85, 90, 95 and 100% hatches in the hot weather of June, July and August.

We had sought to so improve the old-style Standard Cyphers Incubator, especially in the matter

of more elastic ventilation, that it would do better hatching during the warm months, also in the Southern States and in high altitudes, but we are frank to admit that we did not look for the extraordinary hatches reported from the new-pattern machines, duly considering the lateness of the season, the reduced vitality of the breeding stock and the impaired fertility of the eggs. Naturally, we were deeply gratified, both in our own behalf and in behalf of our customers, in whose welfare we take great interest, because on their success ours depends.

In sending out the improved-pattern Standard Cyphers Incubators to be tested throughout the United States and Canada, we did not select solely such poultrymen as were customers of this company, but included a considerable number whom we knew had been using incubators, as a means to a livelihood, during many years, and regardless of what make of incubators they were using. A majority of them, however, had either used old-style Cyphers Incubators or were known to be familiar with their construction and the principles embodied in them. Invariably we selected men whose names in the poultry business are synonymous with integrity and reliability—men who, in our opinion, would not make false reports nor lend their names to purposes of deception, either directly or indirectly. Immediately following we present an even dozen sample reports, exactly as received by us, representing ten different states and Canada, thus covering the continent from the Atlantic seaboard to Colorado and from Canada to the Gulf states.



REPORT OF MR. JAMES RANKIN

MONARCH INCUBATOR

JAMES RANKIN
PROPRIETOR

SOUTH EASTON, MASS., June 21, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—The two incubators you sent me arrived in good shape, and I was surprised at the great improvement over the old style. The deepened egg chamber, the increased ventilation and the lower drawer for the reception of the ducklings, **are all great improvements**, and though the machines arrived rather late in the season for our work, I was so anxious to test their merits that I set one up and filled it with duck eggs, filling one of our 600-egg Monarchs at the same time. The eggs were from the same yards. The machines were operated in the same room and **by myself**, as I wished to make **as fair a test as possible**.

I was a little surprised at the result, as the Cyphers hatched fully as well as the Monarch, an admission **I have never before** been willing to make for any other machine ever manufactured. In fact, **the Cyphers came out two and one-half per cent. ahead**, with as fine a lot of ducklings as I ever saw.

I was much pleased with the working of the Cyphers. **The regulation is perfection itself**, leaving nothing to be desired, and I congratulate you on putting out an incubator that the public can depend upon to do their work in the best possible manner.

Yours truly,

J Rankin

MASSACHUSETTS
"I Congratulate You"



MR. JAMES RANKIN.



Photographic Views of Pacific Coast Branch House, Oakland Cal., Cyphers Incubator Company

ESTABLISHED 1874

MITCHELL'S PARTRIDGE COCHINS

WINNERS AT

New York, Buffalo, Charleston, Springfield, Boston, Indianapolis, Hartford, Meriden

GEO. W. MITCHELL

BRISTOL, CONN.

BRISTOL, CONN., June 15, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—I am just home from Atlantic City, much improved in health, and **am pleased to report very remarkable success** with the 220-egg Standard Cyphers Incubator, 1906 pattern, sent me soon after the first of May. On its receipt Mr. Anderson placed it in our small incubator cellar (i. e., 10 x 12 feet), where there were four other machines in operation—one 60-egg and two 120-egg old-style Cyphers that had been in use several years, together with a 120-egg size

1905—, and started the machine and ran it until the temperature stood day and night at 103 before placing the eggs in the machine.

You will recall that in a previous letter I mentioned that so late in the season I would not have Cochins to fill the machine. That being the case, Mr. Anderson put in what we had, and the balance of the eggs were obtained from neighbors, so that when the machine was started we had in it both Partridge and White Cochins eggs, and eggs from six different neighbors, making **eight different kinds of eggs**.

The machine was started at 9 A. M., Monday, May 24, and tested first at the close of the first week and the second time at the close of the second week. At the second test there were left in the machine 160 eggs, i. e., 45 Partridge and 5 White Cochins, the balance being from the other 6 yards as above mentioned. About 10 days after starting the machine we had a very warm day, and the temperature stood at 91 in the incubator cellar, **but at no time did the machine show any variation from 103**, while the other two machines ran quite a little higher, and at no time during the three weeks did it run above 103 until just before the hatch was due, when it ran up a little over 104.

MR. GEO. W. MITCHELL.

CONNECTICUT

100 Per Cent. Hatch

The machine was due at 9 A. M., Monday, June 12, but all chicks were out on the 20th day, and I am happy to say that **all the Cochins** came out strong and clean, and from the other 110 eggs we hatched 102 chicks, making a 95% hatch of all the eggs that were left in the machine after the second test; **and I would add that the hatch from the eggs possible to hatch was 100%**, as we found that the chicks not hatching died in the shell at about the time of the second test.

Your directions were followed to the letter, and I feel that you are to be congratulated on the excellence of the new machine, combining as it does so many new features that add so much to its convenience and worth. **Every chicken is yet alive and very strong** and well, as all came out of the shells in the best of condition.

Very sincerely yours,

GEO. W. MITCHELL

OUT OF 210 EGGS HATCHED 196 FINE, HEALTHY CHICKS

ASKEW & MIXON, Owners

F. L. MIXON, Manager

LONG VIEW POULTRY FARM

BREEDERS OF

Black Langshans, Black Minorcas, Light and Dark Brahmas, Silver-Laced Wyandottes,
Buff Orpingtons and Barred Plymouth Rocks

STATION A, ATLANTA, GA., June 26, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—We put 220 eggs in one of your 1906-Pattern Standard Cyphers Incubators, tested out only 10 as being infertile, and out of the remainder (210 eggs) **we hatched 196 as fine, healthy chicks** as we ever saw.

We ran the machine with all ventilators wide open **and the drop-bottom down on the floor** until the chicks began to hatch, and then closed the drop-bottom.

We find that this machine **requires a good deal less oil** to run than do the others.

While we have been operating your machines during the last five years and consider them first class, **we think the 1906 pattern is superior** in every respect.

Wishing you the success you so richly deserve with this new machine, we beg to remain,

Respectfully yours,

LONG VIEW POULTRY FARM,

GEORGIA

93 Per Cent. Hatch

F. L. Mixon

Manager.

"OVER 95½ PER CENT. OF HEALTHY, STRONG CHICKS"

WM. McNEIL

LONDON, CANADA

Breeder of High-Class Poultry

Including all varieties of Polands and Hamburgs, Golden and Silver Sebrights, Black African, Buff and White Cochins, Bantams, also Black-Tailed and White Japanese, White Polish Bantams with V-combs and blue legs, and Japanese Silkies.

LONDON, ONT., June 26, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—I received the No. 2, 220-egg capacity, 1906-Pattern Cyphers Incubator in splendid condition and placed it in a nice, dry, well-ventilated cellar. I ran it for two days with the drop-bottom down and temperature at 102 degrees. I then put in the eggs. After the first week it ran up to 102½ degrees and during the third week at 103. On the 20th day, when the chicks were hatching, it ran up to 104 degrees.

The chicks all hatched at once, practically speaking, and I had a little over 95½ per cent. of healthy, strong chicks.

This is the best incubator I ever operated. **I like all the improvements.** They make the machine easier to operate and it **takes less oil to run** than the old-style Cyphers.

I followed your instructions, and when anyone does that with a Standard Cyphers there is no trouble in running it. Allow me to congratulate you on these latest improvements. **I think your new machine is about perfect.**

Yours very truly,

Wm. McNeil



MR. WM. McNEIL.

LONDON, CANADA

95½ Per Cent. Hatch

FIRST TRIAL HATCH, 6098 FEET ABOVE SEA LEVEL

GEO. W. VEDITZ, President
Colorado Springs, Col.

JAMES H. CLOUD, Secretary
St. Louis, Mo.

N. FIELD MORROW, Treasurer
Indianapolis, Ind.

NATIONAL ASSOCIATION OF THE DEAF

Organized August 5, 1880

Incorporated February 23, 1900

Colorado Springs, Colo., July 1, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—I take pleasure in reporting my first hatch with your 1906-Pattern Standard Cyphers Incubator. It is **not only the most successful in point of numbers**—188 fine chicks—but the chicks that have now been in the brooders five days are **the thriftiest lot** I have yet had in my six years' experience with artificial hatching. This was also the most even hatch I ever had. Nearly all of the chicks were out by the morning of the 21st day.

I believe I should have had still better results had I run the hatch with less ventilation. In this region the humidity is exceedingly low and evaporation correspondingly rapid.

As to the machine itself, everyone who has seen it, including visiting poultrymen from Denver, Canon City, La Junta, Pueblo and other points, declares it to be **the most perfect contrivance for artificial hatching yet devised by human ingenuity and skill**, and it is difficult to see how it could be improved upon, whether in principle or in mechanical construction.

Yours truly,

G. W. VEDITZ.

COLORADO

"The Most Perfect."

SECOND TRIAL HATCH, 6098 FEET ABOVE SEA LEVEL

Colorado Springs, Colo., Aug. 13, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—Last week (August 9) I took off a hatch of 236 chicks from my 1906-Pattern Standard Cyphers, and I believe this to be **the largest hatch ever taken at one time from any make of incubator in Colorado Springs.**

Three of my friends have ——— incubators. The best one of them could do was 67 chicks from 300 eggs, and the other two got six chicks each from 150 eggs. One of them at least is already a Cyphers convert and has written you. Another friend will sell his ——— in the spring and get a 1906 Cyphers.

Will you please quote me prices of the different sizes (60, 120, 220 and 360-egg) of your 1906-pattern standard machines? Many visitors to whom I have shown the 1906-pattern, 360-egg size machine that you sent me have been greatly taken by its many points of excellence, and have asked the prices of the various sizes.

Yours truly,

G. W. Veditz

"HAVE NEVER SEEN A QUICKER HATCH"--ALL OUT IN SIX HOURS

(Members of the English, South African, American and Belgian Poultry Clubs, and many Specialist Clubs)

English Address:
Orpington House,
St. Mary Cray, Kent

ESTABLISHED 1873

South African Address:
Marshall's Square and Cypherfontein
Johannesburg

WILLIAM COOK & SONS

SCOTCH PLAINS, NEW JERSEY
UNITED STATES OF AMERICA

ORIGINATORS OF ALL THE ORPINGTON FOWLS AND DUCKS

POULTRY EXPERTS AND SPECIALISTS
TO SEVERAL COLONIAL GOVERNMENTS

Scotch Plains, N. J., July 7, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Dear Sirs—It is with great pleasure that we announce the splendid results obtained from your 1906-Pattern Standard Cyphers Incubator (360-egg size).

Three hundred and sixty eggs were placed in the incubator. Sixty proved infertile at first test and two at second test, leaving 298 good eggs, out of which **282 strong, healthy chickens were obtained** (a 94 $\frac{2}{3}$ per cent. hatch).

We have never seen a quicker hatch; it was only six hours from the time the first chick was out to the last. The temperature of the incubator **did not vary a degree**, being run at 103 degrees **all the time**. The ventilators were closed to start, being gradually opened daily until the 15th day, when they were wide open.

We consider this machine **the finest we have ever run**, and shall take pleasure in recommending it to our customers. The hatch came off on June 24, and thus being so late in the season was a severe test for an incubator. **There is no doubt in our mind**—and we speak from years of experience with many makes of incubators in this and other countries—**that the 1906 pattern of the Standard Cyphers is the best in the world in both appearance and usefulness.**

Wishing you every success,

Faithfully yours,

NEW JERSEY

94 $\frac{2}{3}$ Per Cent. Hatch

THREE HATCHES, IN JUNE, JULY AND AUGUST, AVERAGED 93 PER CENT.

THE FRANCIS POULTRY FARM COMPANY

WHITE WYANDOTTE SPECIALISTS

EGGS AND STOCK
IN SEASON

BIRMINGHAM, ALA., R. F. D. No. 5, August 22, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—In our opinion your 1906-Pattern Standard Cyphers Incubator is **the most complete machine for hatching on the market** and the most convenient to handle.

The ventilation is excellent and **the thermostat holds the heat to a fraction of a degree.**

We made three hatches with remarkable results, hatching 20 per cent. more chicks than ever before (we have used Cyphers Incubators for several years), and **at one-third less expense for oil.** The three hatches were brought off June 9th, July 1st and August 19th, respectively, and resulted as follows:

Number of Eggs Set	Number Fertile First Test	Number Left in After Second Test	Number of Chicks Hatched	Date Hatched
(1) 240	214	186	175	June 9
(2) 240	210	185	160	July 1
(3) 240	221	195	192	Aug. 19

ALABAMA

94, 86, 98 Per Cent.

Considering the time of year, **the foregoing results approach perfection**, and we look upon your 1906 pattern as a marvel. In our estimation **the incubation was perfect.**

Are going to replace all our old-style machines as fast as possible with the 1906 pattern.

Very truly yours,

*Francis Poultry Co.
S. Francis Prop.*

"96 PER CENT. IS CERTAINLY A REMARKABLE RESULT"

WHITE WYANDOTTES

LE BOCAGE FARM

HOUDANS

THOS. F. RIGG

IOWA FALLS, IOWA, June 27, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—Find herewith report of my first trial of the 1906-Pattern Cyphers Incubator. One hundred and seventy-three White Wyandotte chicks from 180 fertile eggs (96% plus) **is certainly a remarkable result**, especially when you consider the conditions under which this machine was operated.



MR. THOS. F. RIGG.

The trial given the machine was a very severe one. During incubation a hot wave swept over this section. This was followed by a decided drop in the temperature, accompanied by a cold wave.

The machine during all this time did not vary a fraction of a degree.

The chicks came **very strong**, every one firmly on its feet, and as vigorous as could be.

The regulator and its connections are seemingly perfect, and I believe you have the problem of temperature control solved.

I am delighted with the machine. For years I have entrusted my choicest eggs to the Cyphers machines, but this new machine makes it more certain that we will be able to secure **the greatest possible number of chicks** from all eggs entrusted to it. This machine means more profit to breeders and fanciers.

Consumed 20 per cent. less oil during this hatch. This is a matter of consequence.

Yours respectfully,

IOWA
96 Per Cent. Hatch

Thos. F. Rigg.

The following is quoted from the report blank furnished to Mr. Thos. F. Rigg, as filled in by him:

Number of Eggs Set	Number Fertile First Test	Number Left In After Second Test	Number of Chicks Hatched	Date of Hatch
200 White Wyandottes	185	180	173	June 23

MR. RIGG REPORTS SECOND HATCH

IOWA FALLS, IOWA, August 14, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—It may please you to know that I have just brought off another hatch with the Cyphers 1906 machine. I am giving it a severe test. Eggs are not now best for hatching, as in the very nature of things the conditions are unfavorable for incubation, but I have today taken off a 92 per cent. hatch.

Yours truly,

THOS. F. RIGG.

"WEATHER WAS MUCH AGAINST US, BEING VERY WARM"

F. W. RICHARDSON

Breeder of Prize-Winning

BARRED PLYMOUTH ROCKS

Exclusively

Hicksville, Ohio, August 8, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—I am glad to report a very fine hatch from the 1906-Pattern Standard Cyphers Incubator, although the weather was much against us, being very warm. Was much surprised, therefore, when the chicks began to hatch, **to see them come out so strong and fast**. In fact this was the best hatch we ever took out of any incubator, under any conditions. We obtained 173 chicks from 190 fertile eggs—a trifle better than 91 per cent.

The chicks hatched very strong and well together. After the first chick was hatched it was **only 12 hours** until the hatch was completed.



MR. F. W. RICHARDSON.

We cannot speak too highly of this new-pattern Cyphers.

We thought the old-style Cyphers about as good an incubator as could be made, but **you certainly have improved it very materially**. We think the drawers for catching the chicks after they are hatched are a fine improvement, and **the saving in oil was very noticeable**. I think still more favorably of artificial incubation since trying the 1906-Pattern Standard Cyphers than ever before.

Respectfully yours,

OHIO
91 Per Cent. Hatch

F. W. Richardson

COMBINATION HEN-EGG AND DUCK-EGG HATCHER

BELLE FLEUR POULTRY FARMS

FARMINGDALE, LONG ISLAND, N. Y.

Breeders of

THOROUGHbred POULTRY

FARMINGDALE, L. I., N. Y., July 10, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—I take great pleasure in reporting my success with your 1906-Pattern Standard Cyphers Incubator. I have waited until now, as I wanted to report on duck eggs as well as on hen eggs. I set 290 hen eggs, and on the first test **found 276 fertile**, from which I took out **254 strong little chicks** (92 per cent. plus). Also from 200 duck eggs, of which **165 were fertile**, it turned out **146 ducklings** (88 per cent. plus).

I cannot see how this machine could be improved upon, as I find that it will hatch practically every hatchable egg, and **the regulator is perfect**. I ran the machine in my cellar, which is about 75 degrees, with the drop-bottom down to the floor. I cannot say too much in favor of this type of machine, and believe it to be the best machine on the market. Wishing you success, I remain,

Very truly yours,

A. B. Sobolke

Proprietor.

LONG ISLAND, N.Y.

88 Per Cent. Ducklings
92 Per Cent. Chickens

"AS BRIGHT, SMART-APPEARING CHICKS AS I EVER SAW"

CHAS. F. THOMPSON & CO.

LYNNFIELD CENTER, MASS.

Largest Breeders of Rhode Island Reds in the United States

LYNNFIELD CENTER, MASS., June 26, 1905

Cyphers Incubator Company, Buffalo, N. Y.

Gentlemen—We are very much pleased with your 1906 incubator and **the several improvements over the 1905 pattern**.

We gave the machine its first trial with 384 Rhode Island Red eggs. After testing the second time there were left **334 fertile eggs**. From these we **hatched 303 chicks**, and they were as bright, smart-appearing chicks as I ever saw hatched by either hens or incubators.

The ventilators and drop-bottom give the operator an opportunity to regulate the machine so it can be run under any conditions.

We shall want more machines next season, and will place our order with you a little later.

Yours truly,

Chas. F. Thompson & Co

MASSACHUSETTS

90% Per Cent. Hatch

The following is quoted from the report blank furnished to Messrs. Chas. F. Thompson & Co., as filled in by them :

Number of Eggs Set	Number Fertile First Test	Number Left in after Second Test	Number of Chicks Hatched	Date Hatched
384	340	334	303	June 22d

(NOTE—Two reports are presented from Massachusetts in this connection—one of ducks, the other of chickens.)

Sample Midwinter Hatches with New-Pattern Standard Cyphers Incubators in Widely-Distant States

THE sample reports in the foregoing pages tell of fine hatches that were made with the new-pattern Standard Cyphers Incubators by well-known poultrymen *during the months of May, June, July and August, 1905*. The last ninety pages of our complete catalogue for 1906 contain many other equally favorable reports. Those hatches, however, were made with the new-pattern machines during late spring and early summer. The plan followed was the best we could do at the time, in the way of a country-wide test. The changes made in the old-style Cyphers and the improvements embodied in the new-pattern machines were such that we felt no anxiety as regards the work they would do throughout the hatching season; yet it was with great satisfaction that as the hatching season of 1905-1906 progressed we received numerous unsolicited reports, telling of the excellent work these new-pattern machines were doing in all parts of the country in the hands of valued customers who had bought and paid for them. We present on this and the opposite page a few of these reports, each and every one of which was unsolicited:—

TWO BIG HATCHES—IS OFFERED A LOAD OF WHEAT FOR HIS INCUBATOR

Mr. Jones' First Hatch

Cyphers Incubator Company, Buffalo, N. Y.

You may be interested in a report from my new No. 3 Cyphers Incubator. I put in 392 eggs and on the fifth day tested out 84. This morning I took out and placed in brooders 265 fine chicks—not one cripple or weakling. For winter eggs I call this great work. The chicks left the eggs as freely as ripe fruit drops. Can I incubate turkey eggs and raise them in brooders?

MINNEOTA, MINN., Feb. 27, 1906.

Yours truly,

A. C. JONES.

His Second Hatch

Cyphers Incubator Company, Buffalo, N. Y.

My 1906-pattern No. 3 hatched again the 19th inst. I had filled a tray each with White Rock and White Wyandotte eggs—390 eggs in all. Started in to test the eggs, but they seemed so good I gave it up and let them go. On the 20th day I was compelled to remove the nursery drawers to make room for more chicks and have today taken out, all told, 361 chickens, and not a weak chick or cripple in the lot. A neighbor looked at this "mob" of chicks and asked, "When are you going to empty that machine?" I told him, and he replied, "I will bring you a load of wheat Saturday and take it home with me."

MINNEOTA, MINN., March 21, 1906.

Yours truly,

A. C. JONES.

FEBRUARY EGGS—SOME WERE THREE WEEKS OLD

Cyphers Incubator Company, Buffalo, N. Y.

On February 17th I started **my new No. 2, 1906-Pattern Standard Cyphers** with 240 eggs. Seven days later tested out 38 infertiles. **In just twenty days** I took off 161 chicks from 190 fertile eggs remaining. **Not a cripple in the lot.** Considering the season in which eggs were laid and that **some of the eggs were three weeks old**, I think it was a **great hatch**.

W. S. RUSSELL,

Breeder of Barred Plymouth Rocks exclusively.

OTTUMWA, IOWA, March 14, 1906.

Very truly yours,

W. S. RUSSELL.

OUT ON THE PACIFIC SLOPE

Cyphers Incubator Company, Buffalo, N. Y.

I had used five different makes of incubators before I got the Cyphers and most of them did good work, but the Cyphers is so much better that I would not give it for the whole bunch. The first hatch with my No. 3 1906-Pattern Standard Cyphers, out of 337 fertile eggs I got 314 good, stout chicks. The second hatch just came off this A. M., and out of 348 fertile eggs I got 329 chicks. I think that is mighty hard to beat. I have my incubator in the cellar and never go near it only to fill the lamp and turn the eggs twice a day. The Cyphers is good enough for me.

LENMOORE, CAL., March 28, 1906.

Respectfully,

B. H. HANCOCK.

"SOME OF THEM JUST WALKED OUT"

CHAMBERLAIN'S PERFECT CHICK FEED.

Cyphers Incubator Company, Buffalo, N. Y.

St. LOUIS, Mo., March 14, 1906.

Three weeks ago we put one hundred eggs **in one of your No. 1, 1906-pattern incubators** here in our office. This machine received very little attention, showing it to different parties sometimes as high as eight or ten times a day, taking out the eggs every time a customer wanted to look at the machine and adjusting the incubator every time a new customer came in. **This morning we have about a 95 per cent. hatch.** This we think is remarkable, as the office was full of tobacco smoke part of the time and trains passing on overhead railroad right alongside of the building every few minutes, shaking the building every time they pass. **The chicks came out of the shell clean and bright; in fact, some of them just walked out.**

Yours very truly,

W. F. CHAMBERLAIN.

"The Perfect Chick Feed Man."

Breeder of Buff, Jubilee, White, and Black Orpingtons, White Wyandottes, White, Buff and Barred Plymouth Rocks

Cyphers Incubator Company, Buffalo, N. Y.

VINEYARD HAVEN, MASS., March 19, 1906.

Our hatches with your 1906-Pattern Standard Cyphers Incubators (No. 2 and No. 3 sizes) have been simply wonderful for January and February eggs. It gives us great pleasure to report that we have hatched **8,281 strong, healthy chicks from 12,562 untested eggs**. Chicks were hatched between January 22d and March 13th. I have never known of this record being even approached from a similar number of eggs **at this time of the year**, and the results speak volumes for your 1906-pattern incubator.

Very truly yours,

MAURICE F. DELANO,
Manager Owen Farms.

YARDLEY DUCK FARM

Cyphers Incubator Company, Buffalo, N. Y.

YARDLEY, PA., March 10, 1906.

We are getting the best hatches we ever had, and all from your **1906-pattern machines**. (Messrs. McCormick & Son have 104 of the No. 3 size.) **We took off seven hatches yesterday**, averaging 198 ducklings.

Very truly yours,

W. H. MCCORMICK & SON.

Imperial Pekin Ducks

WEBER BROTHERS

Annual Capacity, 45,000

Cyphers Incubator Company, Buffalo, N. Y.

WRENTHAM, MASS., March 29, 1906.

Shall have our fourteen (14) No. 3, 1906-Pattern Cyphers Incubators all full in a week or two. Our season is a trifle backward. Hatches so far have been 90 per cent. of the fertile eggs and we never saw them live so well—have not lost over one per cent. Fertility is low, now about 80 per cent. Yours very truly,

WEBER BROS.

Per Wm. Weber.

Ducklings and Broilers

STOUFFER POULTRY FARM

100,000 Annually

Cyphers Incubator Company, Buffalo, N. Y.

HARRISBURG, PA., March 26, 1906.

I think your 1906-Pattern Standard Cyphers Incubator will hatch anything from a candy egg to an elephant. We are doing some wonderful work with these machines this year (the Stouffer Poultry Farm has 100 of our No. 3 size), and in a few weeks are going to extend you a special invitation to visit us, at which time we hope to show you something out of the ordinary in machine ducks. Yours very truly,

C. A. STOUFFER.

MITCHELL'S PARTRIDGE COCHINS

Winners at New York, Buffalo, Charleston, Springfield, Boston, Indianapolis, Hartford, Meriden

Mr. Mitchell's First Hatch

Cyphers Incubator Company, Buffalo, N. Y.

BRISTOL, CONN., March 14, 1906.

The two No. 1, 1906-Pattern Cyphers Incubators ordered by us a little time ago came safely to hand. Early each season we hatch a quantity of White Wyandottes for early broilers. On Monday, February 23d, we started one of the new machines with Wyandotte eggs and at the second test there were 59 eggs left in the machine. On Monday of this week the hatch was due and we took from the machine 59 fine, strong, healthy and vigorous chicks. **A 100 per cent. hatch at this season is very unusual.**

Yours very truly,

GEO. W. MITCHELL.

His Second Hatch

Cyphers Incubator Company, Buffalo, N. Y.

BRISTOL, CONN., March 21, 1906.

You will please pardon these frequent interruptions. The second of the two No. 1 Cyphers Incubator Company's 1906-pattern machines, purchased a little time since, was due on Monday last. At the first test there were 72 eggs left in the machine. These stood the second test as well, and on Monday the machine brought off 72 beautiful chicks. **Two 100 per cent. hatches is certainly very gratifying.**

Yours respectfully,

GEO. W. MITCHELL.

His Third Hatch

Cyphers Incubator Company, Buffalo, N. Y.

BRISTOL, CONN., March 28, 1906.

Our third 1906-Pattern Standard Cyphers Incubator was due on Monday, the 26th inst. With this hatch of Wyandotte eggs **we rather fell down**, as we got but 58 fine chicks from 59 second-tested eggs. However, the 98½ per cent. hatch will do quite well, when one considers that the machines due on the 12th and 19th, inst. both brought off 100 per cent. hatches.

Yours very truly,

GEO. W. MITCHELL.

His Fourth Hatch

Cyphers Incubator Company, Buffalo, N. Y.

BRISTOL, CONN., April 6, 1906.

Our fourth hatch from the No. 1 new-pattern Standard Cyphers Incubator was due on Monday, the 2d inst., and, considering the conditions, the hatch was the most satisfactory of any made this season. In the machine were 59 White Wyandottes, 4 White and 10 Partridge Cochin second-tested eggs. On Friday, March 30, we had a plumber at work in the house, and in some way the water supply to our gas machine became shut off, and lights supplying heat to our incubators and brooders all went out, and, when discovered, both the incubator and brooder houses were filled with escaping gas, and the temperature in the machine due to hatch Monday, down to 99 degrees. Nevertheless, the machine brought off the entire number of Wyandottes and White Cochins, and eight of the ten Partridge Cochins, being 71 out of the entire number of 78 eggs, making a 97¼ per cent. hatch of the entire number of eggs and a 100 per cent. hatch of Wyandottes and White Cochins.

Yours very truly,

GEO. W. MITCHELL.

Practically Universal Satisfaction

During the season of 1905-1906, this company manufactured and sold many thousands of the new-pattern Cyphers Incubators, every one of them *under our positive-guaranty* that they would do satisfactory work in the hands of purchasers or could be returned, after a fair trial, and the price would be refunded. As the best possible proof of the satisfactory work these new-pattern machines have done for our customers we hereby affirm that we have been called upon to take back *less than twenty incubators*—this number including defective machines and those damaged in transit. Frankly, we do not expect to be able to establish a better record than this.

Convincing Endorsements

Among the back pages of this book will be found as many testimonials regarding the hatching qualities and permanent value of Standard Cyphers Incubators as we believe the readers of this catalogue will care to peruse with the object of convincing themselves that the genuine, latest-pattern Standard Cyphers Incubators are exactly as represented and will do the work claimed for them. From the many hundreds of favorable reports we have received during the past year we have selected a wide variety, including all branches of the poultry business. In a majority of cases the poultrymen represented in our testimonial pages are the best known and most suc-

cessful in the business. They are men who are making money in the production of poultry and eggs; men whose names stand for something in their respective communities; men of intelligence and integrity. Furthermore, they are men *who are succeeding in the poultry business*, and that is what all persons wish to do who undertake poultry raising either as a side issue for profit or as a means to a livelihood. These men use Cyphers Incubators, Cyphers brooders and other manufactures *solely because it pays* to do so.

The Finishing Touches

Our systematic efforts to improve the Standard Cyphers Incubators with the object of making them practically perfect hatching machines, did not cease with the sending out of more than 225 new-pattern machines to be put to an actual and severe test. The improved machines were placed on the market December 1st, 1905, since which date many thousands of them have been sold, going to all parts of the United States and Canada and into many foreign countries. We embraced every reasonable opportunity to inform ourselves of the quality of work these incubators were doing, with the result that such weak points as existed were reported to us by watchful operators. These reports, supplemented by our own extensive experiments, conducted throughout last season, have been utilized in *putting the finishing touches* on the Standard Cyphers machines, as manufactured for the season of 1907, and we believe, therefore, that we are offering our customers, old and new, a line of incubators that never before has been equalled by us, incubators that are distinctly superior to any other make in existence. Our Warrant of Superiority for 1907 shows our complete confidence in these machines and we respectfully solicit orders on the positively-will-do-the-work basis of the Cyphers Company's Guaranty and Warrant of Superiority, to be found on pages 8 and 54 of this catalogue.

Yours for success,

CYPHERS INCUBATOR COMPANY,

Grant M. Curtis, President.

Buffalo, N. Y., U. S. A., November 1st, 1906.



STANDARD CYPHERS INCUBATORS

Materials—Construction—Principles

THE *patented principles* that have made the genuine Cyphers Incubators deservedly popular throughout the civilized world are retained in our latest-pattern machines, as hereby offered to the public for the year 1907. In these machines will also be found several substantial improvements, fully protected by Letters Patent, which render this latest-pattern Standard Cyphers not only more durable, but also more convenient and economical to operate. Better still, it has been conclusively demonstrated that by the use of these improved machines our customers are able to obtain *larger average hatches* of strong, vigorous and healthy chicks and ducklings than have ever before been reported in the history of the industry. (See sample reports published throughout these pages.)

Cyphers Incubators are built "strictly for business." From the moment the lumber is selected at the Michigan mills, where we purchase it by the ship load, until the finished machine leaves the hands of the varnisher, this idea is kept constantly in mind and is closely observed through every succeeding operation by one or another of our factory foremen—each man a trained expert in his department. The natural result of this close scrutiny of every detail, combined with our fixed determination to eliminate anything that might tend to lessen the value and reliability of these "Standard Hatchers of the World," is the production of an incubator that we are able to guarantee to the fullest extent—an incubator that has caused many leading poultrymen to say: "*The Cyphers Incubator today stands for a greater measure of success in the poultry business.*"

White Pine Makes Best Cases

The top, bottom and four sides of the outer case of all Standard Cyphers Incubators are made of thoroughly kiln-dried Michigan white pine, mortised, stub-tenoned, glued and screwed together. It has been learned by long experience that white pine makes the best incubator case,

although it is far more expensive than the woods usually employed for this purpose. The additional cost, however, is more than offset by the enhanced value to the purchaser and the much lower freight rates. White pine is only one-third to one-half as heavy as the cheaper kinds of woods used in the manufacture of low-priced incubators, thus making all transportation charges proportionately less and producing a machine that is much easier for the owner to move from place to place. Furthermore, it is well known that white pine will withstand the deteriorative effects of combined heat and moisture far better than any of the other woods commonly used. Cypress, birch, chestnut, basswood and southern or hard pine, such as are used generally in the manufacture of incubators, can be bought in different localities for \$17 to \$20 per thousand feet in carload lots, while Michigan white pine costs from \$10 to \$20 more per thousand, in lots of five hundred thousand to one million feet.

Best Method of Packing

The manner of packing the double walls and top of the Standard Cyphers is believed to be the most efficacious that can be devised. The material employed possesses great non-conductive properties. In the list of non-conductors, silk ranks first, wool second and cotton third. From cotton it runs down through a large number of substances to asbestos



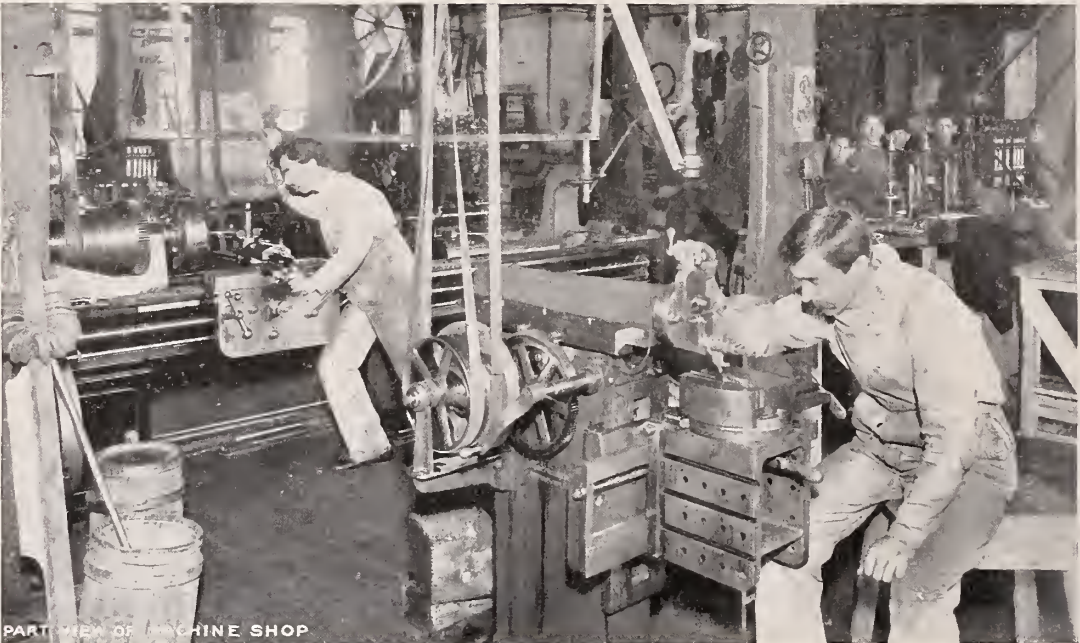
This illustration (*from photograph*) shows packing material used in the top of a Standard Cyphers Incubator. Please note description of method of packing the Standard Cyphers, the amount of material used, its superior quality for purposes of insulation, and its light weight. No other incubator on the market is so well fitted to resist temperature changes outside the machine and to maintain an undisturbed, even temperature within.



PART VIEW OF METAL WORKING DEPARTMENT



METAL WORKING DEPARTMENT



PART VIEW OF MACHINE SHOP



GALVANIZED IRON & TIN SHOP



JACKETING THE HEATERS
HEATER DEPARTMENT

and mineral wool. Silk is too expensive to use, and wool is undesirable because it is subject to the inroads of moths, which ruin its efficacy, and is very liable to harbor insect vermin of different sorts, making it an unreliable material for packing incubators. Cotton, for all practical insulating purposes, is quite as effective as either silk or wool. It does not harbor vermin and is not liable to injury from moths. It is practically impervious to moisture, while wool absorbs moisture readily. As dampness of the packing material tends to decrease the effectiveness of the insulation, this is a strong point in favor of the use of cotton.

Having determined that cotton is the most desirable for practical use, we employ it for packing each Standard Cyphers Incubator, small and large, and it has given perfect satisfaction, in every inhabitable climate, during the ten years the Cyphers has been on the market. It has been found to answer all the requirements of a dependable non-conductor, and to hold an exceedingly large amount of confined air, thereby aiding greatly in maintaining an even temperature in the hatching chamber of the machine.

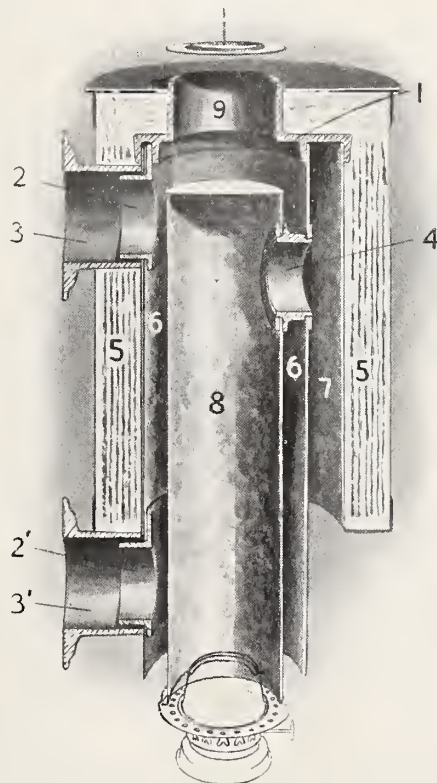
The efficacy of the packing material in the Standard Cyphers is further enhanced by dividing the numerous layers of cotton with sheets of close-fiber, heavy strawboard, so that the heat, to escape, must pass, by conduction, from the strawboard to the loosely-packed cotton, and from the cotton to the strawboard, etc., etc. (see illustration page 29). No air can pass through these heavy sheets of strawboard and carry the heat off by diffusion. As a result of our superior method of packing, as here described, we are able to guarantee Standard Cyphers Incubators to run in an apartment the temperature of which is 20° to 30° colder than one in which cheap and inferior makes can be brought to the required heat.

Superiority of Hot-Air Machines

The Cyphers is a hot-air incubator, and therefore does not have a tin, galvanized-iron or copper tank to rust out, spring a leak and water-soak the machine, thereby injuring or ruining the woodwork. With a hot-water machine, should the tank begin leaking after the eggs are put in, the hatch will be seriously injured, often resulting in an entire loss of the eggs or chicks. It is not practicable to manufacture an incubator tank for a hot-water machine that will last more than three to five years, while as a rule these hot-water tanks give out in one or two years—some of them during the first season they are used.

Hot water positively has no virtue in artificial incubation that is not possessed to the same extent by hot air. Of this the reader need have no doubt whatever. Within the last ten years most of the once-numerous hot-water machines have disappeared from the market. The reasons are not far to

seek. First, was the certainty of the tanks leaking. Second, was the invariable unevenness of temperature. In all hot-water machines sediment is sure to accumulate in the bottom of the tank, and being distributed unevenly in varying degrees of thickness this sediment interferes with the radiation of heat into the egg chamber below, and soon produces an inequality of temperature that is injurious to the development of the chick embryo and often fatal. Third, was the difficulty in keeping these hot-water machines clean and serviceable. The heat tubes extending through the tanks often became clogged with soot and could not be cleaned in a satisfactory



Sectional view of the Improved Cyphers Safety Heater, Latest-Pattern. Please note the substantial malleable iron castings, which, with bolts and rivets, lock the whole metal structure firmly together, forming the air-tight joints that make these heaters smoke-proof. 1—Top cover casting. 2—Warm-air pipe casting. 3—Upper flange casting. 2'—Exhaust pipe casting. 3'—Lower flange casting. 4—Connecting chimney casting. 5—Air-spaced asbestos jacket, covering entire exterior of heater, 2½ inches thick. A metal cap protects the top of the heater and the upper portion of the asbestos jacket, and a strong band of metal gives protection to the lower rim. 6—Fresh-air chamber, in which pure, fresh air, drawn from outside the machine, is thoroughly warmed before it passes into the machine through the warm-air pipe (2); lamp fumes or carbonated air cannot gain access to this chamber. 7—Large escape flue connecting with primary lamp flue or chimney (8) by means of connecting casting (4); this insures all lamp fumes and gases of combustion being discharged into the outer air, where they cannot gain access to the incubator; the outline of lamp burner shows position of lamp in relation to heater. 8—Escape flue for surplus heat, which is controlled by the tin disc shown above it, and which disc is operated by the regulating device. Please read description on page 33.



View of lower end of heater showing frame for holding mica, with small sheet of isinglass partly removed. See "Latest Heater Improvements," on page 33.

manner. The third reason also applies with equal force to some types of hot-air machines. The Standard Cyphers, equipped as it is with a separate heater, so constructed that direct heat from the lamp does not pass into the incubator at all, and employing the "diffusive principle," positively has none of these defects.

this heater renders Cyphers Incubators absolutely fire-proof at the only point where a fire can begin—*near the lamp.*

The mechanical construction of the Cyphers heater is such that it carries into the heating chamber of the incubator a large volume of *moderately warmed* air, rather than a small quantity that is *intensely heated*. By this process we gain the two-fold advantage of absolutely no risk of fire, and a much more even distribution of heat—another chief reason for the uniform success met with by users of Cyphers Incubators. (See full explanation of equable distribution of heat, under heading "The Diffusive Principle," page 39.)

Standard Cyphers Heater

Some persons who write to us are impressed with the idea that to run an incubator is to incur danger from fire. Unfortunately this belief is reasonable in certain cases. It is reasonable if they have in mind an incubator that has been built cheaply and without regard to protection from fire; it is unreasonable if they imagine it to be the case with all incubators.

Aside from certain imitations, Standard Cyphers Incubators are, in our opinion, the only machines so built as to absolutely remove all danger from fire. Of the *tens of thousands* of incubators this company has manufactured and sold during the past ten years, *not in one instance* have we learned of a Cyphers Incubator burning up and setting fire to anyone's premises. This probably is an unequaled record—it is one of which we are proud.

In the Standard Cyphers the lamp is entirely clear of the machine, at one side (not underneath the machine) and the lamp flame at all times is five to eight inches distant from the woodwork. Furthermore, the direct heat from the lamp flame on the Standard Cyphers *does not at any time* pass into the machine *in any shape or manner*, but is separated and enclosed by triple metal walls, and is encased in an air-spaced asbestos jacket, $2\frac{1}{4}$ inches in thickness, and almost impervious to heat. The lamp is not only *entirely outside of the machine*, but so far separated from it and so well encased that a person can place his hand between the heater and the woodwork of the incubator, when in full operation, *and feel no more than a comfortable warmth*. Here is one of the chief reasons of the unequaled popularity of the genuine Standard Cyphers.

Instead of conveying the heat from the lamp through a frail metal chimney directly into the incubator, we place what we call a "heater" between the lamp and the incubator. For a correct understanding of the cost of construction and great utility of this heater, see the illustration of heater parts (page 33), also its location on the Standard Cyphers, all sizes, as illustrated on pages 34 and 35. The use of

In time past this company thoroughly tested the all-galvanized-iron heater. The life of such heaters is determined by the life of the solder. In the old-style, galvanized-iron heaters the solder would melt, release the parts intended to be held together by it and in some cases allow smoke to find its way from the lamp flue into the apartment located above the hatching chamber of the incubator. As a result of our experiments, we have abandoned the manufacture of incubator heaters whose parts are held together by means of solder, or by the overlapping of the edges by what is known as "burring," and now employ smooth-surface, closely-fitting, malleable-iron castings, with rivets to hold the galvanized-iron parts securely in place, thus avoiding the possibility of leakage and making our heaters smoke-proof, which we now guarantee.

The illustration here given of the numerous parts, including metal castings, which compose the latest-pattern Cyphers Company heater must appeal to the intelligent reader in evidence. The care and effort we are putting into the manufacture of every component part of our machines.

We call particular attention to the heavy asbestos jacket shown in the illustration. This jacket consists of several thicknesses of asbestos with dead-air spaces between, thus preserving the heat generated by the lamp, preventing waste, effecting an important saving in oil, and making our incubators fire-proof beyond question. This asbestos covering is painted black. Between the woodwork of the machine and

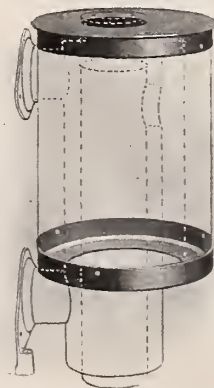


Diagram showing metal cap protecting top of heater and upper edge of asbestos jacket, and strong metal band which protects lower rim or bottom of asbestos jacket. See "Latest Heater Improvements," page 33.

the cast-iron supports which hold the heater in position, we use thick layers of sheet asbestos, which afford extra protection at this point against the transmission of heat.

Heater Improvements

On the latest-pattern Standard Cyphers, the top of the asbestos jacket is covered with a substantial metal cap that extends down over the upper edge of the heater and protects it from injury. There is also a band of heavy sheet metal around the bottom of the asbestos jacket, which protects the lower rim. These improvements not only add greatly to the durability of the heater, but also add much to its appearance. (See illustration, page 32.)

Furthermore, in all 1907 heaters manufactured by this company the small sheet of isinglass covering the opening through which the operator views the lamp flame, is removable and can be easily slipped in or out of the metallic frame which holds it in place. This admits of replacing the mica in case of breakage and also facilitates cleaning. (See illustration, page 32.)

The time-tried principle of the old-style Cyphers heater has in no wise been changed. As formerly, the lamp fumes do not—in fact, *now cannot*—enter the machine, but must pass up the primary flue in the middle of the heater and down through a larger escape flue around the outside of the fresh-air chamber—see illustration showing sectional view of heater, page 31. While we have added to the cost of manufacture in devising this improved heater, its use places us in a position to claim that no other heater on the market equals it either in durability, efficiency or safety.

Standard Cyphers Incubator Lamp

The Standard Cyphers Incubator Lamp possesses practical features that need only be explained to be appreciated. These lamps are made in our own factory, by skilled workmen, and are in every particular the best for the purpose. The oil bowls are made of first-grade extra-heavy galvanized iron, with seamless bottoms. They are galvanized after stamping, not before, hence do not rust and cannot leak. Before the tops are put on, a cylindrical brace is placed inside the bowl, which insures perfect rigidity of both the top and bottom without in any way interfering with the free flow of oil about the wick (see illustration, page 37 showing sectional view of

lamp.) This rigidity of top and bottom prevents any fluctuation in the lamp flame due to "buckling" or springing of the metal, a distinct advance over the old-style, metal-bowl lamps now in common use. These noteworthy improvements give us not only a safe and durable lamp, but one that will stay clean and is practically odorless.

The burners used on the Cyphers lamps are manufactured especially for incubator purposes. They are made of heavy brass, and each burner is carefully inspected. The wick-tube itself is a solid tube—not a lapped tube, such as is used on cheap burners. Each burner we use is tested by an experienced workman in our employ before it is sent out by us—a workman who is able to detect any flaw in construction. We are prepared, therefore, to warrant every lamp and burner we furnish with our incubators to be as nearly perfect as they can be made for the purpose.

A convex brass ring is attached to each lamp burner furnished with our latest-pattern incubators, which acts as a guide, so that the lamp burner readily finds the right position underneath the heater, when put in place on the lamp shelf (or support) by the operator. (See illustration, page 37.)

New Lamp Support

We have discarded the style of lamp support which had to be attached to the bottom of the machine by the

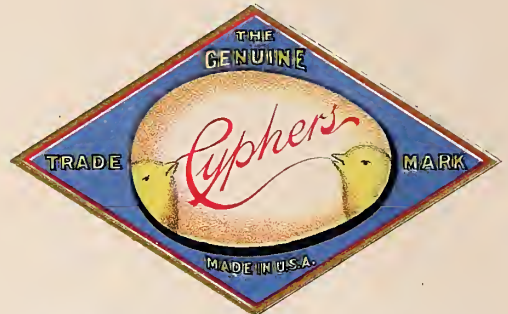


Parts that go to make up the Improved Cyphers Safety Heater, (from photograph). Absolutely fire-proof, and guaranteed to be the best-made and best-service heater manufactured for use on incubators. Nearly all other manufacturers use simply a cheap lamp and a lightweight metal chimney. Note the 24-inch thick asbestos jacket (open) with dead-air spaces, protected by a metal cap at the top and a strong band of metal at the lower rim. See description on this and opposite page.

GENUINE - STANDARD CYPHERS INCUBATORS - PATENTED
(LOOK FOR THE TRADE MARK)



No. O.
66-Egg Capacity
For prices, see page 53.



REGISTERED IN TWELVE COUNTRIES.



No. 1.
140-Egg Capacity
For prices, see page 53.

PROTECTED BY UNITED STATES PATENTS
OWNED AND CONTROLLED EXCLUSIVELY BY CYPHERS INCUBATOR CO., BUFFALO, N.Y., U.S.A.

GENUINE - STANDARD CYPHERS INCUBATORS - PATENTED
(LOOK FOR THE TRADE MARK)



No. 2.
240-Egg Capacity
For prices, see page 53.



No. 3.
390-Egg Capacity
For prices, see page 53.

PROTECTED BY UNITED STATES PATENTS
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MAKING EGG TRAYS



SIDE VIEW OF
SECTION OF CARPENTRY ROOM



PART VIEW CUTTING-UP AREA.
LEG TURNING MACHINE AT LEFT. CAPACITY,
1000 INCUBATOR LEGS A DAY.



NEW LARGE SIZE MAILING MACHINE.
CAPACITY, 200 BROODER TOPS
AND BOTTOMS PER DAY.



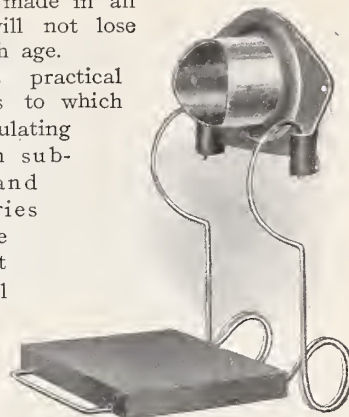
BAND SAW AND JIG SAW, CAPACITY,
PARTS FOR 100 BROODERS AND
100 INCUBATORS PER DAY.

use of screws—after the machine reached the hands of the purchaser—and have invented a device (for which letters patent have been applied) that is attachable without the use of nails and screws, that holds the lamp snugly in position and is perfectly safe, for the reason that it cannot become loosened. Bosses with countersunk holes are made part of the lower casting that fastens the heater to the case of the machine. The lamp bracket, consisting of the lamp board and extra-heavy copperized *steel wire springs*, fits readily into these holes in the bosses and “slips home” almost of its own weight. This will hold the lamp *exactly in the right position*, where it cannot become displaced or fall to the floor. (See illustration herewith.)

Persons who are accustomed to the old-style lamp support and burner that have been used during

a device so well made in all parts that it will not lose its efficiency with age.

The countless practical and severe tests to which the Cyphers regulating device has been subjected in this and foreign countries prove beyond the shadow of a doubt that it will control the temperature of the egg chamber, day by day, week in and week out, WITHIN A FRACTION OF A DEGREE.



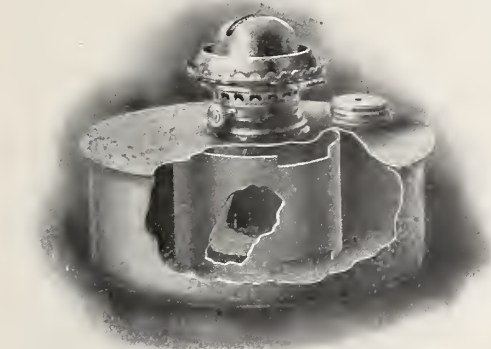
New Style Lamp Support. Holds Lamp firmly in position. Easily attached without use of nails or screws.

Description of Thermostat

(Patented)

The Standard Cyphers thermostats, latest-improved pattern, are composed of three separate strips—two of best-quality zinc and one of high-grade steel. The former metal has more expansibility than any other that it is practicable to use. While a few other manufacturers have employed the same metals, they have riveted them together, making a weak compound lever uncertain of action. In the Cyphers thermostat one strip of cold-rolled sheet steel is first taken and the edges bent downward by machinery at right angles, so that it will resist bending strains, and is wonderfully strong in resisting compressive or tensile strains along the long axis, where the strain in this thermostat comes.

To this rigid piece of steel are riveted firmly at the ends two pieces of zinc of suitable thickness, flanged in a similar manner to the steel bars and notched to make an angle in the center. As the zinc expands more than the steel, the increasing length must be disposed of. The angles in the zinc bars



Sectional view of Cyphers Company Incubator Lamp, showing cylindrical brace in position. The metal cannot “buckle” or spring, the top and bottom being made perfectly rigid by this new device. Also note guide ring on burner.

the past several years on Cyphers Incubators, will be much pleased with this new support and the brass burner-guide, in actual use.

Practically Perfect Regulation

The device used on Standard Cyphers Incubators for regulating the temperature in the hatching chamber is a marvel of sensitiveness and reliability. No other style of incubator regulator has been devised that is its equal in the essential points. Simplicity and conformity to the natural laws are among the noteworthy features of its construction. Sensitive and positive in action, this thermostat, with its mechanically - perfect attachments, *can be fully relied on* to do its work. *This we guarantee.*

Briefly stated, the three elements of chief importance in incubator regulation are: First, a sensitive thermostat, one that will regulate the temperature of a hatching chamber to a fraction of a degree; second, ease and simplicity of adjustment; third,



The Lamps used with the Cyphers Incubators are manufactured by us. They are made of extra-heavy, best grade galvanized iron, with seamless bottoms. They are galvanized after stamping, not before, hence do not rust.



The Standard Cyphers Toggle-Lever, Double-Action Regulator. Manufactured complete by us in our own factory, and guaranteed to be the most sensitive and trustworthy regulating device invented to date for use with incubators. A—Base casting. C—Connecting tube. D—Counterpoise weight with two lock nuts. E—Tin disc. F—Thermostat. G—Metal nipple making thermostat fast to connecting tube. H—Wooden arm. I—Knife edge bearings of pivot casting. J—Connecting rod with upper steel thumb nut. See pages 37 and 38.

are thus increased and made more acute, throwing the weight to a dead center upon the connecting rod.

Upon cooling, the zinc contracts and as it cannot possibly bend the steel, the angle is lessened as the zinc is drawn back with all the force of its tensile strength. *It must come and go in one place.* It can do nothing else. As two pieces of zinc, each 24 inches in length are employed, they give a combined movement of two, 24-inch thermostats, with much greater uniformity of action than where the zinc is made to bend the steel. It is this perfectly controlled action that operates the regulator arm.

Permanent Part of Incubator

The thermostat is located in the hatching chamber and connected with the regulator arm by a metal tube through which runs

what is called the connecting rod. The arm or lever rests on knife-edge bearings, as does also the top nut on the connecting rod. The improved top castings, as used on each machine now constructed by us, are both neat and substantial. At this point the combined movement of the zinc is multiplied eight times to the inch of lever strength, and this is accomplished without the least friction or a particle of lost motion, as a result of the knife-edge bearings. The working of this device



Section view of lower bar of thermostat showing connecting rod and method of fastening with a lock nut. See description on this page

cannot be interfered with by the chicks.

The thermostats used in our incubators (all sizes and styles) are placed in the machines at the factory, are carefully tested and need not be removed for any purpose

during the lifetime of the incubators. Special crating is used to prevent injury of the thermostats in shipping.

The latest noteworthy improvement made in the Cyphers standard thermostat is as follows: In the center of the lower zinc bar a small piece of brass is firmly spun. This brass is tapped and threaded to receive the lower end (with short thread) of the connecting rod. The connecting rod, when placed in position, engages this piece of brass in the lower bar and is *locked securely in place* by means of a small brass nut screwed on the end of the rod that projects below the bar. The use of this "lock nut" avoids all danger of the rod dropping out of position or being so moved as to interfere with the proper working of the regulating device.

Time and again operators of Cyphers Incubators who have broken their thermometers have run their machines several days *without a thermometer*, leaving the regulation of the temperature of the hatching chamber entirely to the thermostat until they could obtain a new thermometer from our factory, or from one of our branch houses. Several times new customers have written us that there must be something the matter with their thermometers, because the mercury seemed to "stick fast" at 102½° or 103°. These facts go far to establish our claim that the Cyphers regulating device is unfailing in action and perfect in control. To us the story of "sitting up nights to watch my incubator" is an unheard of complaint.

Manufactured By Us Complete

We manufacture our thermostats and regulators *complete in every part*, in our own factory. This is one of the many important advantages we possess. The words "we manufacture" and "complete in every part" mean that we are able to avoid such variations in quality of materials and workmanship as would render useless all care that might be taken in putting the numerous parts together (see illustration of parts page 39). Even the small brass nuts are made in our factory, the work being done by men who have had years of training in this department.

Incubator operators who have had sad experiences with other styles of regulators were quick to recognize the superior value of this thermostat, whereas those who are not familiar with devices of the kind will readily comprehend the working principle and merits of the one herewith described and illustrated. We guarantee that even a wide variation

in outside or surrounding temperature will have no substantial effect on this regulator. In many machines of the present day, changes of outside temperature will affect the thermometer in the incubator to the extent of four or five degrees, and even more. Positively this is not so with the Standard Cyphers. *It will not vary.*

In No Sense An Experiment

As proof in support of this assertion, permit us to present herewith a few extracts from letters received from well-known poultrymen who have tested the latest-pattern Standard Cyphers Incubators, equipped with our improved thermostat:

Addison, N. Y., Oct. 8, 1906

"I have run other machines, but the Cyphers is the easiest to operate and I do not have to worry about the regulator."
ED. PIERSON

Cortland, N. Y., June 22, 1905

"The thermostat worked absolutely perfect from the start and I do not believe it can be improved."
IRVING F. RICE

Columbus, Kan., June 28, 1905

"I found no difficulty at all in maintaining the temperature within one-quarter of a degree, which is practically perfect."
O. E. SKINNER

St. James, Neb., March 12, 1906

"I did not have a bit of trouble to keep it regulated, and hatched about 95 per cent. of the eggs. Surely no other but Cyphers; I cannot praise it enough."
MRS. E. REIFENROTH

Hope, Ind., July 3, 1905

"Will say it is running along very nicely without the least bit of trouble and we think the regulator is perfect."
J. C. FISHEL & SON

Croonston, Minn., July 26, 1905

"The machine did not vary one degree in temperature during the entire hatch and took only a pint of oil per day to run it, which was much less than it took to run the 220-egg size (old-style), taking temperature of room into consideration."
GUS. WALTERS

Tombstone, Ariz., April 1, 1906

"The No. 1 incubator and Style A brooder which you shipped me arrived in good shape about a week ago. The incubator can't be beat for keeping the temperature. Am running it in a room that averages 65 degrees, and I was quite surprised to see it take care of itself from the start."
J. L. MILLER

Pewaukee, Wis., June 25, 1905

"The machine ran just like a watch. The thermometer did not vary one-half of a degree. Used 4½ gallons of oil for entire hatch—240-egg size."

"The special features of this new-pattern Cyphers—i. e., removable chick nursery, new lamp bracket, egg-turning device, drop-bottom for summer ventilation, etc.—together with the many other well-known good qualities of the Standard Cyphers, make this latest-pattern, in my opinion, an incubator without an equal on the market today."

"So nicely is the arrangement of ventilation and equal distribution of heat, that we have discarded the old rule of turning eggs twice a day and only turned them once each day in this new machine. After experimenting we have found that once a day is enough, in fact, we have been able to increase our hatches by this method; as well as decreasing the work."

W. C. ELLISON

Glassboro, N. J., June 23, 1905

"To my mind, it (the latest-pattern Standard Cyphers) is the nicest thing I have operated in the shape of an incubator. It is easy to adjust and stays where it is put and handles the excess heat better by far than any other machine I

have. The thermostat is positive and as elastic as if it were made of rubber, and has a wide scope of action so that it more readily discharges the excesses that naturally take place. During the entire period of incubation it ran perfectly, and at no time exceeded the 103 mark until just before pipping. Neither did it drop below the 102 mark at any time, although the temperature in my incubator room varied from 8 to 12 degrees in 24 hours."

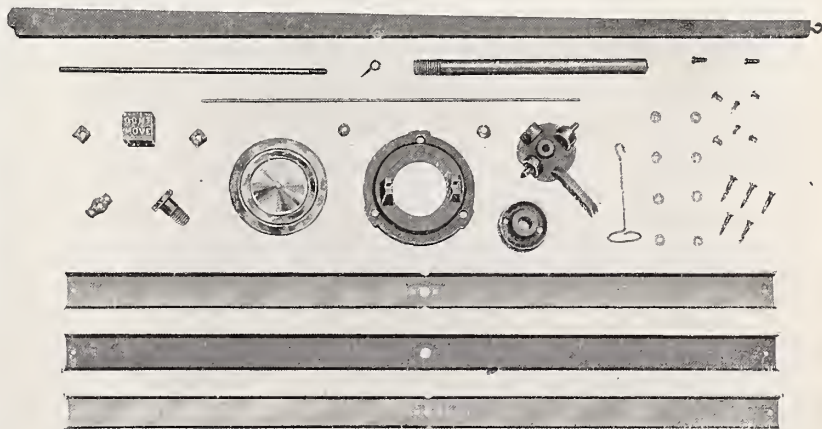
E. H. PROUD

It is understood by the well-informed that in artificial incubation the application of heat and the regulation of the temperature in the hatching chamber *must be made as uniform as possible*. There are certain atmospheric conditions of as great importance as an even temperature, and if we allow one condition to vary here and another there, we cannot expect to obtain the best results; in fact, unless there is an equal balance between the heat and atmospheric conditions, incubation cannot be carried to a successful exclusion.

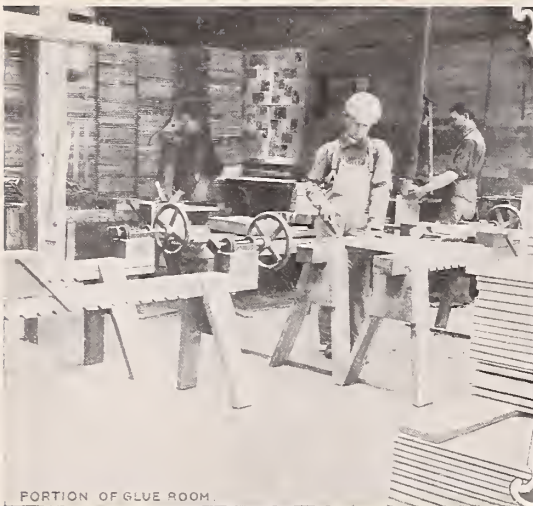
The Diffusive Principle

(Patented)

Years ago men working in the interests of this company experimented in many different sections of the Union where the greatest divergences of temperature and moisture exist, employing in their tests several styles of so-called porous hatching chambers. The system which finally was found to be the most practical is now used in the construction of the Standard Cyphers Incubators. Porous diaphragms compose the upper and lower divisions of the egg chamber, and through these diaphragms the *moderately-warmed, pure air* from the protected fresh-air chamber of the heater must pass, in entering and leaving the apartment in which the eggs are placed. This is a distinct advance on the old system of radiant heat and direct ventilation. It is patented by this company and may be manufactured lawfully only by us. Infringements of this principle have been vigorously prosecuted, and *it is our intention to protect our rights against all persons who may disregard them.*



From photograph of parts of Cyphers Double Action Automatic Thermostat, showing the number of pieces of high-grade materials used in its construction.



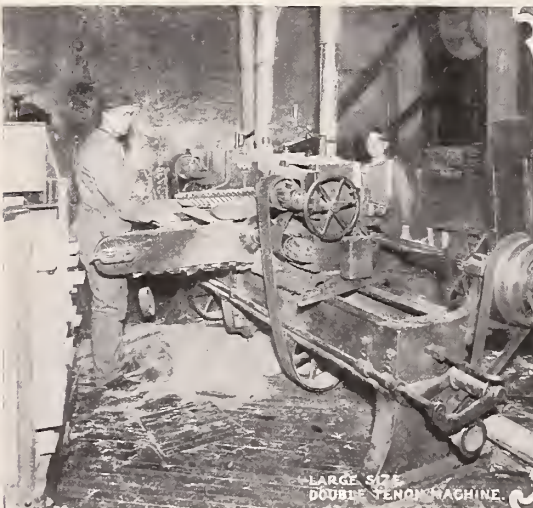
PORTION OF GLUE ROOM.



POWER BORING MACHINE IN OPERATION.



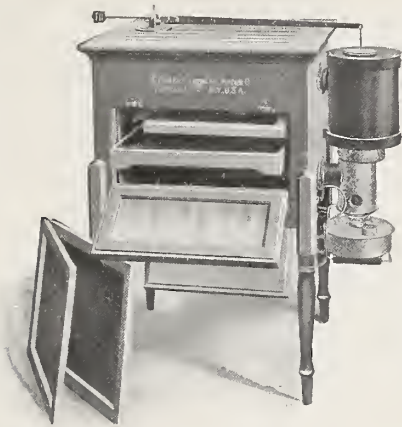
PART VIEW OF CUTTING-OFF SAWS
IN CUTTING-UP AREA.



LARGE SIZE
DOUBLE PLANER MACHINE.



LARGE NEW SERVICE 1700
FINISHING SAWYER MACHINE.



No. 0, Standard Cyphers Incubator, latest-pattern, 66-egg capacity. Price \$13.00. Showing "split" lower diaphragm removed, egg tray and upper diaphragm partly out, and "drop-bottom" let down. The diaphragms are easily removed without interference with the thermostat and other working parts.

When the Standard Cyphers is in operation, the fresh, pure air that enters the heater is *first warmed*, then distributed evenly over the whole area of the top surface of the upper diaphragm before it enters the hatching chamber. After being diffused through the minute pores of closely-woven fabric, the air is gradually forced down around the eggs and through the incubating chamber in a slow but positive manner, entirely *without air currents* or the slightest *direct draft* on the eggs. Thence it is *diffused* through another porous diaphragm placed above a shallow chamber in the bottom of the incubator, and thence is drawn out into the exhaust pipe of the heater, carrying with it such gases as are thrown off by the eggs, where the major part of it is discharged into the outer air.

This method of applying heat and insuring *automatic ventilation* gives a larger volume of pure, fresh air than is employed in other incubators, and accomplishes both results *without the disastrous effects* of profuse *direct ventilation*; also without danger of chilling a large percentage of the eggs, as is the case when streams of cold air are admitted directly to the hatching chamber. We ask the reader to keep in mind the highly important fact that all air which is admitted to the egg chamber of the Standard Cyphers Incubators is *thoroughly warmed* before it enters, and that it then passes *very slowly* through the upper and lower diaphragms, thus conserving practically *all moisture* that is thrown off by the eggs *by confining it in the hatching chamber*.

Removable Diaphragms

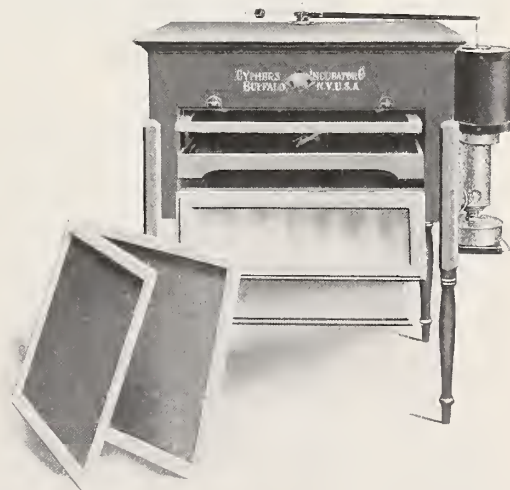
All Standard Cyphers Incubators are equipped throughout with removable diaphragms—a new and valuable feature. The upper diaphragms, consisting of white muslin securely tacked to stout wooden

frames, can readily be taken out for purposes of cleaning, *without removing the thermostat*, merely by turning part way the two buttons that hold each diaphragm in place, and by then sliding the diaphragm forward (see illustrations pages 41 and 46). In the No. 2 and No. 3 machines the upper diaphragm is made in two parts—two separate diaphragms—one fitting on either side of the thermostat. Each diaphragm can be removed independently *without interfering in any way* with the regulating device. Experienced operators will recognize this instantly as being an especially desirable feature.

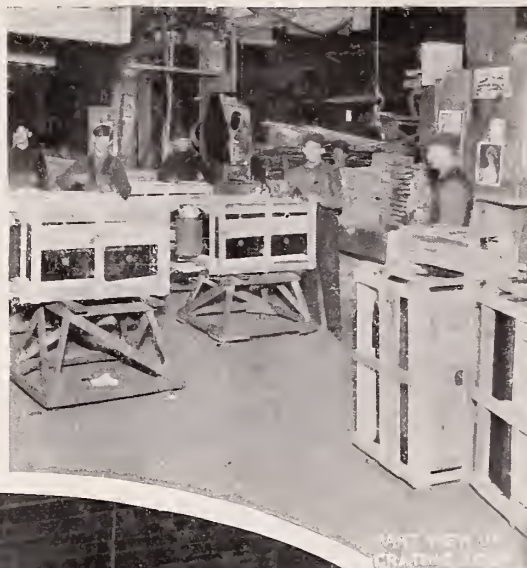
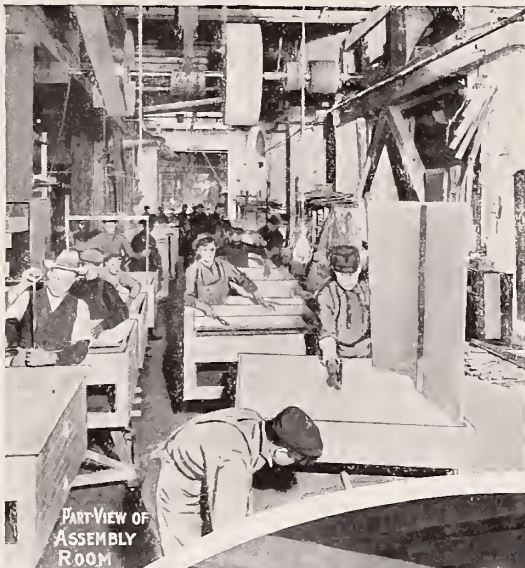
In place of the old-style, one-piece lower diaphragm, which formed the bottom of the chick nursery, we now use what we call a "split lower diaphragm" which, in the No. 0 and No. 1 Standard Cyphers, consists of two separate diaphragms, one of burlap and the other of felt, each being complete and independent of the other—see illustrations herewith. In the No. 2 and No. 3 machines there are two sets of bottom diaphragms, each set being independent of the other (see illustrations).

Genuine Non-Moisture Incubators

We repeat, that Cyphers Company Incubators are the only ones manufactured that lawfully can be equipped with our patent diaphragms, by the use of which the "diffusive" system of ventilation is employed, overcoming the necessity of supplying additional moisture by the use of shallow pans, wet sand, wet sponges or moist cloths. Users of other styles of incubators are constantly reporting many full-grown chicks dead in the shell, and in hopes of helping them to overcome this difficulty poultry papers have anxiously discussed such questions as: the best



No. 1, Standard Cyphers Incubator, latest-pattern, 140-egg capacity. Price \$20.00. Showing "split" lower diaphragm removed; egg tray and upper diaphragm partly drawn out, and "drop-bottom" let down. The top diaphragm is easily removable without interference with the thermostat or other working parts.



location for an incubator, how much moisture to supply, when to apply it, and in what manner.

It was known that the questions of moisture and ventilation are very closely related, but the solution of this important problem was not reached, in practical construction, until the genuine Standard Cyphers Incubators were placed on the market. The construction of these machines, embodying the ventilation of the hatching chamber by the use of the "diffusive principle," *positively controls* the evaporation of the natural moisture contained in the egg—a supply that is ample in quantity to develop a *large, strong and healthy chick or duckling*—provided it is not dissipated by *direct and too profuse* ventilation.

Nothing equaling this result had ever before been accomplished in the same perfect manner. This achievement rendered the Cyphers Incubators so simple and easy to operate, and so certain in results, that they have met with uniform appreciation by experienced operators, while beginners succeed with them from the first trial, because the machine itself solves the perplexing "moisture problem" for them; in other words, we are able to place in their hands a practically automatic hatcher, leaving very little to chance and to inexperience.

By the use of patented devices owned by this company, artificial incubation has been made easy and the results certain. We now have in the Standard Cyphers an incubator that is pronounced to be, by the thousands of men and women who are using it, "the simplest and *most successful* hatcher thus far invented"; an incubator that they find to be "practically perfect in its accuracy and ease of operation"; an incubator that hatches for them "a larger number of stronger and better chicks than any other" on the market; and in making these statements we merely *repeat the words* of our customers as *printed in the back pages of this catalogue*.

It is on this basis that we guarantee Standard Cyphers Incubators to be self-regulating and self-ventilating, to require no supplied moisture under ordinary conditions, and to have no equals in *certainty of results*.

The following sample extracts were selected at random from the thousands of letters we have received that contain similar statements:

South Dakota Agricultural College Experiment Station
Brookings, South Dakota

"The Cyphers is in fact a non-moisture incubator, giving satisfaction even in our dry climate."

D. R. SAUNDERS, A. M.,
Manager Poultry Department

Rhode Island College of Agriculture
Kingston, Rhode Island

"We have found the Cyphers to be a non-moisture incubator, practically self-ventilating, and it is equipped with a regulator that meets all requirements."

THOS. H. TAYLOR, JR.,
Poultry Director

Ontario Agricultural College,
Guelph, Canada

"What pleases me most is that it does away with all guess work in applying moisture, as no moisture is required owing to proper ventilation."

L. G. JARVES,
Poultryman

Elm Poultry Farm, Mansfield, Mass.

"I have hatched as high as 95 per cent. in my Cyphers Incubators. The inside porous top which admits warm air into the egg chamber at all times, requiring no moisture, is no doubt the correct principle and accounts for the large number of vigorous chicks I get."

W. S. HARRIS

Emma B. Poultry Farm, Gurnee, Ill.

"I have found that the Cyphers Incubators come up to all the claims made for them, being absolutely self-regulating, self-ventilating, and requiring no supplied moisture."

DAVID BIEDLER

On the Pacific Coast

"I take pleasure in recommending your incubator to any one on the Pacific Coast thinking of buying an incubator. I have three different makes in my incubator cellar and have given all three careful trials, and I find that for ease in operation and for uniformly good results the Cyphers machines as manufactured by the Cyphers Company are the best by long odds and when I buy more incubators they will certainly be Cyphers. An incubator that hatches strong chicks without moisture at an altitude of 1,900 feet above sea level must have exceptional merit."

JAS. E. MITCHELL, Ashland, Ore.

Montana—"6,000 Feet Above Sea Level"

"I am located at an altitude of 6,000 feet above sea level and find them strictly a non-moisture, self-regulating, self-ventilating incubator."

J. R. SCOTT, Red Rock, Mont.

"No Water to Contend With"

"With pleasure we recommend your 1906-pattern Incubators. I bought two of your firm in San Francisco and have had good results. Have used other makes but like the Cyphers—no water to contend with."

A. T. CARR, Turlock, Cal.

"Is All Right for Moisture"

"I have used other makes of incubators but get the best results from the Cyphers. Out of 280 eggs I got 275 chicks. I think all the eggs would have hatched, if five had not been cracked. I got a nestful of mud hen eggs, and put five in the incubator and six under a hen. The incubator hatched five, the hen none. Inasmuch as a mud hen builds her nest in the water, the result of this hatch proves the Cyphers Incubator is all right for moisture."

SEYMOUR GLENN WARD, Artesia, Cal.

Perfected System of Ventilation

In the Standard Cyphers Incubators for 1907 we retain the return-draft style of heater, as used on the original genuine Cyphers, for the sole reason that we know it to be the correct principle. This construction provides an entirely automatic system of ventilation that is sufficient in itself to produce excellent hatches, especially where the machine is operated in an apartment the temperature of which ranges below 60 to 65 degrees, even though all ventilators are kept closed, either as a result of carelessness or lack of experience. In other words, the Standard Cyphers is practically "neglect proof" and will bring off good hatches, so far as ventilation is concerned, provided the lamp is kept going and the regulator adjusted.

We submit, however, that the supplementary ventilation of our latest-pattern machines is a distinct advance over all earlier types. By the improved method of construction we have secured for the experienced operator *the maximum of elasticity*, as regards ventilation, with which to meet the widely varying conditions that exist during different seasons of the year. We also have been able to overcome, in a large measure, the extreme climatic variations found in different latitudes and at widely-differing altitudes. Furthermore, the latest-pattern Standard Cyphers is better adapted than the earlier styles to meet outside variations in temperature, and whether it is operated in a cool cellar, in a warm

living room, or in any other place where incubators are run, that is cold at night and quite warm during the day, the ventilation of our latest machines can be so controlled that the results will be satisfactory.

Heretofore no make of incubator was so constructed that the observant and experienced operator could properly meet these widely-varying conditions, the result being that his knowledge and experience *were of practically no value*, because he found it necessary to depend entirely on direct ventilation—an exceedingly dangerous expedient—or on restricted ventilation, regardless of conditions. By the intelligent use of the improved-pattern Standard Cyphers, persons who are wholly inexperienced as to thermal changes and ventilation *will obtain good hatches*, while the experienced operator, by the proper handling of the machine, can rely upon



No. 2. Standard Cyphers Incubator, latest-pattern, 240-egg capacity. Price \$29.00. (No. 3 machine, same pattern, 300-egg capacity. Price \$35.00). Showing nursery doors open; left hand nursery drawer is in position; right hand drawer is let down and ready to draw out. See description page 46.

obtaining the *maximum results possible*. In other words, means are provided for an increase and decrease of diffusive ventilation in this machine, at the will of the operator—something new in incubator construction.

Drop-Bottom for Summer Use (Patented July 17, 1906)

All sizes of improved Standard Cyphers Incubators are equipped with what we call a drop-bottom. The bottom panel of each machine consists of a substantial frame, enclosing a hinged bottom that can be let down any distance until it reaches the floor, by merely turning the two thumb nuts located underneath the machine near the front. By this means the entire *under surface of the lower felt diaphragm* is exposed, thus materially increasing the ventilation of the hatching chamber and nursery

department, especially the latter. Fine-mesh wire screen is securely fastened to the under side of the wooden frame of each lower felt diaphragm, so that the interior of the machine is fully protected against rats, mice and insects. Staggered ventilating holes, covered by wooden slides, are located in the drop-bottoms of all sizes of these machines. In the No. 2 and No. 3 sizes one set of holes is located underneath the rear half of the chick drawer and egg tray. These holes are covered with burlap, thus breaking up the air currents and diffusing the fresh air more equably.

With the drop-bottom closed, the operator has the opportunity to make use of the ventilating slides which control the size of the openings of the staggered ventilating holes, thus adapting the amount of ventilation to the requirements of a moderately warm outside temperature. With all ventilators closed, *the automatic ventilating system*, acting through the return draft of the heater, provides sufficient ventilation *under all ordinary conditions*, and particularly when operating under a low outside temperature.

We recommend the drop-bottom method of supplementary ventilation when the incubator is operated during the warm months of May, June, July and August in the temperate zone, and during other periods of the year in the torrid zone; *also* when the temperature of the apartment in which the machine is operated *ranges above seventy degrees Fahrenheit*. It is at this time that the exchange of air from outside of the incubator into and through the hatching chamber and nursery *is sluggish*, thus reducing the amount of oxygen that enters the machine, thereby depriving the chick embryos of the amount they require, and causing the newly-hatched chicks or ducklings to pant, owing to a lack of oxygen in the nursery.

The minimum automatic ventilation secured by the return-draft feature of the Standard Cyphers heater and the maximum ventilation obtained by the drop-bottom with which all latest-pattern Standard Cyphers Incubators are equipped, *provides the widest possible range of necessary ventilation, without the least danger of confusing the beginner* and in a manner that can be readily and easily understood. Actual and severe tests reported from all parts of the United States and Canada have established the fact that the use of this drop-bottom system of maximum ventilation has increased the hatches to an important extent, and produced better chicks and ducklings, thus overcoming, very largely, the adverse conditions of summer heat and lowered vitality.

Both New and Valuable

Experienced operators who have made a study of the art of incubation, were quick to pronounce this drop-bottom method of increased ventilation as being something new and valuable in incubator construction. Unquestionably it gives the greatest possible elasticity of ventilation, *still retaining the*

"diffusive principle" in its entirety, and enables the operator to meet all conditions of weather, ranging from below the freezing point to 80, 90 and even 100 degrees above zero. With the drop-bottom up in position and the staggered ventilating holes closed, we have a self-ventilating incubator by means of the return draft through the heater; whereas, with the staggered ventilating holes open or the drop-bottom down, the return draft through the heater is checked, the "choked" but positive circulation in this case continuing slowly downward through the ventilating holes, or through the bottom opening when the drop-bottom is let down. Under all conditions the circulation is "choked" back by the *double lower diaphragms*, which is a vital principle in the genuine Standard Cyphers.

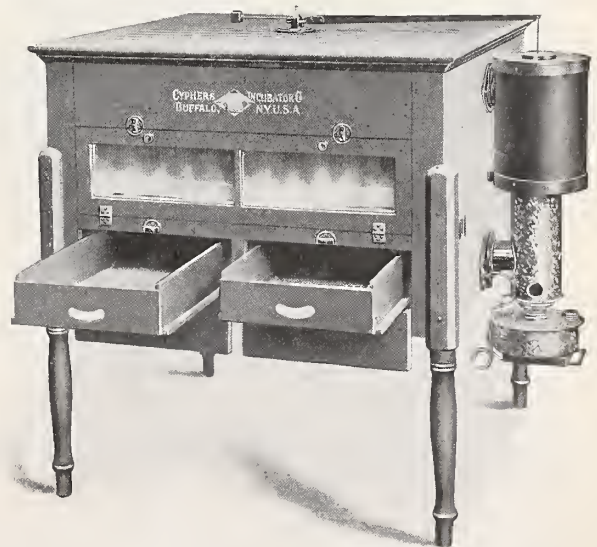
By this unique construction (fully covered by United States and British patents) the Standard Cyphers Incubators can be operated successfully in a temperature several degrees below the freezing point, at which time the bottom may be entirely closed, trusting with perfect safety to the return draft for the necessary ventilation. The greater the difference in the temperature of the egg chamber and the surrounding air, the more rapid will be the circulation, hence the greater the ventilation. On the other hand, when the air surrounding the incubator is 80 to 100 degrees, the circulation is much reduced and under this condition the staggered holes and drop-bottom are indispensable to the hatching of the largest possible percentages of strong and vigorous chicks or ducklings. We have, therefore, in the latest-pattern Standard Cyphers (all sizes), an incubator the bottom of which *can be entirely closed* when the machine is operated during winter weather in a cold apartment; also one in which the entire felt bottom can be exposed for increased ventilation when necessary in tropical regions and during the late spring and summer months.

It should be understood by all persons who are interested in the art of incubation that a supreme object in incubator construction is to secure *the necessary ventilation* of the hatching-chamber with the *least possible loss* of the moisture content of the egg. Direct drafts mean rapid and excessive evaporation; hence it is that the "choked ventilation" system employed exclusively in the Standard Cyphers has produced a type of incubator that today is without an equal—barring none. As makers of the genuine, patented, non-moisture Cyphers Incubators, we have been criticized by superficial investigators because a limited amount of the warmed and moisture-charged air that circulates through the hatching chamber is believed to pass upwardly when it issues from the return flue of the heater, thus finding its way back into the incubating chamber. We not only admit this, but claim that it is an invaluable feature of the genuine Cyphers Incubator—a feature protected by our basic patent and one that it is our

intention to defend to the utmost. We regard this as one of the essential principles of the Patented Standard Cyphers, for the reason that repeated experiments—not alone those made by us, but by physicists and chemists thoroughly qualified and equipped for the work—have demonstrated beyond question that a certain amount of carbon dioxide, both in the hen's nest and the incubating chamber, is necessary to the proper disintegration of the egg-shell so that exclusion may take place properly, thus preventing the chicks from fatally injuring themselves in their efforts to break shells that are hard and unyielding. Here is disclosed one of the vital reasons why the genuine Cyphers hatches larger percentages of strong and vigorous chicks and ducklings than any other make of incubator invented to date.

Accessible for Easy Cleaning

Another distinct advantage of the latest-pattern Standard Cyphers over the earlier styles of this and other makes of incubators, has resulted from the invention and introduction of the drop-bottom feature. The hatching and nursery chambers of an incubator should be thoroughly cleansed at the end of each hatching season. Heretofore it has been exceedingly difficult to reach the rear portions of the interiors of large-sized incubators. This was true of the No. 2 and No. 3 Standard Cyphers. But the same objection cannot be applied to the two large machines of our latest-pattern. When it is desired to gain access to their interiors for purposes of cleaning and disinfecting, the egg trays, nursery drawers and diaphragms can readily be removed, the incubator laid on its back without detaching the legs and the drop-bottom opened, thus exposing the whole of the interior of the nursery and hatching chambers so



No. 2, Standard Cyphers Incubator, latest-pattern (No. 3 same pattern), showing nursery drawers partly drawn out. See description page 46.

that all parts are freely accessible. This new feature will be found of great convenience, especially where duck eggs are hatched in these machines. The No. 0 and No. 1 sizes of the Standard Cyphers can be cleaned with ease through the glass-panel doors without recourse to the drop-bottoms, but the No. 2 and the No. 3 machines are too deep to be conveniently cleaned in this manner.

Combination Hen-Egg and Duck-Egg Machines

In addition to the regular system of ventilation found in all sizes of the Standard Cyphers, the No. 2 and No. 3 Incubators are supplied with extra ventilating tubes, by means of which *these two large machines* may be used with maximum results for hatching both hen eggs and duck eggs. In other words, they are combination hen-egg and duck-egg incubators—a fact that has been abundantly proved by experienced operators whose reports are to be found throughout the pages of this catalogue.

Extending downward through the top of the No. 3 machine will be found two one and one-quarter inch tin tubes that are covered at the top with metal ventilating slides. These tubes reach to within less than an inch of the top surface of the eggs, and are to be used exclusively in drying off ducklings when the hatch is well under way. Experienced duck men have found this method of extra ventilation to be both practical and necessary. Only one ventilating tube of this kind is located in the top of the No. 2 machine and will be found sufficient.

Furthermore, in the end panels of both the No. 2 and the No. 3, latest-pattern Standard Cyphers Incubators, near the front, will be found two metal ventilator slides covering one and one-quarter inch tubes, the inner ends of which open directly into the

spaces occupied by the nursery drawers. These ventilating tubes are to be used for furnishing an additional supply of fresh air to the ducklings when the nursery drawers are well filled. These extra top and end ventilators are not needed at any time, under any conditions, when hatching hen eggs.

Handy Nursery Drawers

(Patented May 22, 1906)

The No. 2, 240-egg capacity and the No. 3, 390-egg capacity, latest-pattern Standard Cyphers Incubators are furnished with nursery drawers—see illustrations, pages 44 and 45. The drawers occupy the nursery space underneath the egg trays and are reached through solid wooden doors, located below the glass-panel door that opens into the upper portion of the hatching chamber where the egg trays are situated.

These drawers are four inches deep, inside measurement. One-inch-mesh wire netting is securely attached by cleats to the bottoms. The wire netting gives rigidity to the drawers and the cleats serve as runners. Burlap is used to cover the wire and form the floor of the drawers on which rest the chicks and ducklings. When in position each drawer is exactly above the lower felt diaphragm that occupies the same apartment. As before stated, each lower diaphragm is removable, and we utilize it for a double purpose—i. e., as a diaphragm, also as a cover or lid for the nursery drawer when the chicks or ducklings are being removed to the brooder or brooding house. This diaphragm easily slides into place, closing the top of the drawer before the drawer is removed from the machine.

These drawers will be found of great convenience in removing the chicks or ducklings from our large-sized incubators. By their use the operator is enabled to remove the dry chicks or ducklings as often as may be deemed advisable, without interfering in any way with the remainder of the hatch. In all large-sized incubators that are not equipped with nursery drawers the operators have met with difficulty in getting the chicks or ducklings out of the rear portion of the nursery section without injuring them, owing to the distance from front to back. Furthermore, with the old-style of machines, if it is desired to remove the chicks before the hatch is completed, it is necessary to open the egg-chamber door, thus allowing both heat and moisture to escape to a harmful extent. Duck men, particularly, found this style of machine inconvenient to operate. The nursery drawers furnished in the two large-sized latest-pattern Standard Cyphers Incubators completely overcome this difficulty.

Improved for 1907

When nursery drawers were first introduced in the new-pattern machines (the No. 2 and No. 3 sizes) the depth of the nursery division of the hatching chamber was increased to make room for them. This resulted originally in the bottoms of the nursery drawers being farther removed from the source of



No. 2, Standard Cyphers Incubator, latest-pattern (No. 3 same pattern), showing method of removing upper and lower diaphragms without interference with thermostat or other working parts. "Drop-bottom" open. See description pages 41 to 44.



Latest-pattern Nursery Drawers for No. 2 and No. 3 Standard Cyphers Incubators. Drawer at left open, showing burlap covered bottom. Drawer at right covered with lower felt diaphragm. See description on opposite page.

heat than was the nursery floor of the old-style machines. To partly overcome this difference the self-elevating nursery drawers supplied with the 1906-pattern machines were invented. These drawers are raised automatically, *when pushed into position*, by means of inclined cleats fastened to the sides of each compartment. Later, by a simplified construction, the depth of the nursery division was *decreased two and one-half inches* so that the burlap bottoms of the nursery drawers of the 1907 machines are *in exactly the same position*, as regards their distance from the source of heat and egg trays, *as was the nursery floor of the old-style machine*, thus insuring the same degree of temperature, which has been found to be ideal. This improved construction is fully covered by letters patent bearing date May 22, 1906

Easy to Use—Do Not Endanger Hatch

When it is desired to remove a nursery drawer from the latest-pattern Standard Cyphers Incubator, No. 2 or No. 3 size, it is only necessary to grasp the exposed end by the hand-hole (the drawers and covers are both interchangeable, end for end), push down the button that holds the front end up in position and it then can be lowered at once to a level with the bottom of the chamber and opposite the opening to the door. The lower felt diaphragm, which is to be withdrawn from its position beneath the drawer before the front end of the drawer is let down, is next slid into position and the drawer freely removed. (See illustrations.)

These drawers *save handling the chicks and ducklings*, thus avoiding the risk of injuring or crippling them, and make it easy to carry them to the brooders or brooding house without danger of chilling. Covered with the felt lower diaphragm and protected from below by the burlap bottom, each substantially-built drawer furnishes a *warm and convenient carrying box* for transporting the chicks or ducklings, amply protecting them from cold air, rain or snow while they are being moved. The separate lower wooden doors allow free access to the nursery space without exposing the upper section of the chamber in which the hatch is progressing. Unlike ordinary drawers, *which unavoidably leave large openings when the drawers are removed*, these doors can be readily and tightly closed immediately after the

chicks or ducklings have been removed. It is for this reason that doors are far more desirable for this use than ordinary drawers.

Inclined Egg Trays

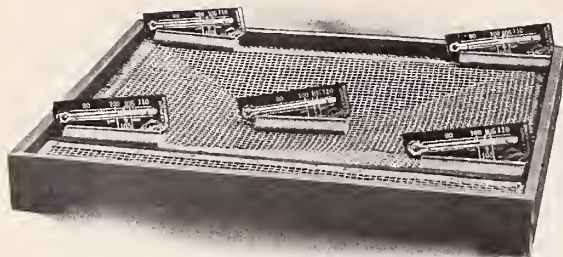
The egg trays used in the Standard Cyphers combine lightness and strength—two important points to be considered in their construction. The bottoms of these trays are made of heavy galvanized-wire cloth, which will long outlast the cheap fly screen usually employed for this purpose. A space is left in the front end of the tray for the early-hatched chicks to drop down into the nursery beneath. This gets them out of the way of those not yet hatched and avoids the necessity of opening the door in cold weather to take out the dry chicks, a requirement in the use of many other makes of incubators that has been the means of chilling and killing thousands of young chicks. The hatching chamber door of the Standard Cyphers need not be opened from the time the eggs begin to pip until the entire hatch is over, *either to put in moisture or to take out the chicks*. The chicks that hatch first soon dry off, but cannot safely endure the high temperature above the egg tray. In the nursery section below the egg trays they will be both safe and comfortable.

In all Standard Cyphers Incubators the trays are made *sloping to the center*, to facilitate turning the eggs and to even up the heat immediately around them. In the two large machines—the No. 2 and No. 3 sizes—not only do the bottoms of the trays slope toward their centers, but the trays themselves are so placed that when in position they slope also toward the center of the machine. In every scientifically-constructed incubator the exact center is the warmest point, and in order to insure all the eggs being equally warm the trays in the Standard Cyphers are sloped in the manner here described so that the eggs in the center of the chamber are lower than those at the four corners, thus equalizing the temperature surrounding the eggs. This is another reason for the superior hatching ability of our incubators.

The side rails of No. 2 and No. 3 size trays latest-pattern Standard Cyphers are higher (see cut page 49) than in the older styles, so that these trays



Latest-pattern Nursery Drawer (No. 2 and No. 3 Standard Cyphers Incubators), showing construction. Burlap is partly removed to expose strong wire netting which forms bottom and gives strength and stiffness to the drawer. See opposite page.



How the thermometers were placed in testing the sloping bottom egg tray when on trial in our Experiment Room. This construction aids in securing an equalized temperature of the air surrounding the eggs. See page 47.

can be "racked" or piled one above another when the operator is cooling the eggs. This enables the operator to use the top of the machine as a table, placing both egg trays thereon, one above the other, without danger of crushing any of the eggs in the lower tray.

Increased Capacity of Machines

In all latest-pattern Standard Cyphers Incubators the egg trays are the full capacity of the egg chamber, a removable extension having been added to the front end of each tray, covering or closing the chick drop-way that opens into the nursery below. The small panel of metal-bound wire cloth that covers the drop-way is not to be removed until the eggs pip or are turned for the last time before the hatch begins.

By the foregoing improved construction the capacities of the latest-pattern Standard Cyphers Incubators have been materially increased as follows:

	Capacity Older-Pattern	Capacity Latest-Pattern
No. 0	60 eggs	66 eggs
No. 1	120 eggs	140 eggs
No. 2	220 eggs	240 eggs
No. 3	360 eggs	390 eggs

This increased capacity has been accomplished without interference with any of the vital principles of incubation—a claim that is amply proved by the superior hatching done by these latest-pattern machines in all parts of the country, under widely varying conditions. (See sample reports.)

No. 0 and No. 1 Standard Cyphers

All improvements herein described as embodied in the 1906 and 1907-pattern Standard Cyphers Incubators will be found in the No. 0, 66-egg size, and the No. 1, 140-egg size, excepting the nursery drawers. These two smaller-sized machines have the new metal cap, banded heaters, the latest improved thermostats, the removable top diaphragms, the inclined egg trays, the split lower diaphragms and the wire-protected drop-bottoms. Furthermore, the hatching and nursery apartments of each of these machines have been deepened one inch, as compared with the earlier styles, thus securing a larger volume of air in the incubating chamber and a

greater depth in the nursery section. It will be noted also that the capacities of these two machines have been increased thirteen and twenty per cent., respectively.

Our Method of Turning Eggs

After the first forty-eight hours the eggs should be turned twice a day, up to the 19th day. If this is not done many of the germs will dry fast to the shell during the early stages, owing to the influence of a high temperature and the breaking up of the arrangement of the albumen, which then allows the germ to be pressed upward with some force. Then again, during the initial stages of development, the germ gets oxygen from the albumen; in fact, it gets a supply of oxygen from this source until the allantois attains some considerable size, the vessels in the vascular area absorbing the oxygen from the albumen in the same manner as the blood vessels in the gills of a fish absorb the oxygen from the water in which it lives. Turning the eggs brings a fresh surface of albumen in contact with the shell, thereby causing a more rapid absorption of oxygen from without, and also brings a fresh surface of albumen in contact with the vascular area. When the egg is not turned during the latter stages of incubation the embryo does not attain a natural position, and has little chance of being excluded.

In the Standard Cyphers we prefer to turn the eggs by hand, because it is possible to secure better hatches in any machine by so doing. In using an automatic turning device, the eggs are left *in the same location* in the machine, as is also the case when using an extra tray. It is a fact well known among old operators that if the eggs are left in one position in the machine some of the eggs will suffer for it.

We prefer not only to shift the trays from side to side and end to end, but also to shift the position of the eggs *in the trays*, believing that thereby the average hatch is increased at least five per cent. Furthermore, this practice also shifts the location of the eggs in relation to weak or dead germs and infertile eggs. Many beginners think it necessary to turn every egg exactly half way over every morning and night, which is not really necessary. It is far more important that the eggs be shifted about in the trays and hatching chamber, so long as on an average they turn a half revolution or more in the two turnings.



Sloping bottom egg tray used in No. 0 and No. 1, latest-pattern Standard Cyphers Incubators. See page 47.

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

In turning the eggs in the Cyphers inclined trays the two rows next to the middle partition of each tray (which is the lowest point) are taken up and placed in the far ends (which are the highest level) and the remaining eggs are then allowed to roll gently down toward the center. In this simple manner the positions of the eggs are changed continually day after day, and better results are invariably secured. It takes no longer to turn 390 eggs in this manner, occupying two trays, than with an extra tray and the "flopping" process, whereas, it is a difficult task for a man of moderate strength, let alone a woman, to turn a long tray of eggs by placing an empty one on top of a filled one and flopping them over between the arms. Where operators have to turn the eggs of a large number of machines, the extra-tray, flopping system becomes a back-breaking job. We claim for our method that it is done as quickly as with an extra tray, is far less laborious, cracks fewer eggs, and insures considerably better hatches than where an extra tray or an automatic turning device is used.

In the interest of large hatches, we must condemn the claimed-to-be-labor-saving egg-turning devices employed by some manufacturers, which consist of sliding frames of wooden cleats or wire, by the use of which all the eggs placed in a machine are intended to be turned half way over at one movement of the frame and to be turned back again by returning the frame to its original position. By this plan the eggs occupy substantially the same positions in the hatching chamber *throughout the hatch*, the turning device giving them a see-saw motion backward and forward during the period of incubation—that is, those that are turned at all, for it will be seen that many of the eggs, when they receive pressure on the side, will simply slide along in the tray without turning or rolling. The varying sizes of the eggs, and their irregularity of shape, are certain to bring about this result.

While we are about it, let us discuss a little further this believed-to-be-simple, but really important, subject of turning the eggs in an incubator. Consider in the mind's eye the many sizes and shapes of eggs in a lot of 240 or 390 that must be placed between equi-distant parallel slats or cleats in these so-called labor-saving devices. It is certain that if a small egg turns half over, as is intended, a large egg turns less than half way. Furthermore, if these parallel cleats (all of the same height) have the effect of turning a large egg by effecting pressure midway between the top and the bottom of the egg, then the application of pressure to a small egg is below the center and must cause it to slide or swing part way around. The small eggs are certain to work around endwise and become wedged between the slats, and at hatching time the chicks thus imprisoned cannot break the shells and often die in the attempt. The worst fault with these so-called automatic egg-turning devices is that *reliance is placed on them*,

when as a matter of fact they do not do the work.

Suffice it to say that if we believed in the use of an egg-turning device of this type *we would adopt one at once*, but careful and repeated tests have taught us that they reduce the hatching percentages of a good incubator fully five to seven per cent. A proper consideration of cause and effect should have shown other manufacturers long ago that these claimed-to-be automatic turning devices are worse than useless, because they both mislead and destroy. Their use appeals to the fancy of the inexperienced, and no doubt they "help make sales," but invariably they are a source of loss to the purchaser and operator.

In designing the Standard Cyphers every factor known to successful artificial incubation has been taken advantage of to secure as many chicks as it is possible to hatch, fully appreciating the fact that the last five, ten or fifteen per cent. are *clear profit*, as compared with results obtainable by the use of other incubators (see testimonials).

A Visit to Our Factory

We wish every customer of the Cyphers Incubator Company could visit our factory, to see for himself how well equipped we are to manufacture strictly high-grade goods, and to inspect the Cyphers Incubators and Brooders in the process of construction. In the absence of a personal visit, the best we can do is to refer all interested persons to the numerous photographic views presented herewith. Money has not been spared in equipping our factory throughout with the most improved machinery, and we are in a position to know that this company's factory is by long odds the largest and best-equipped establishment of its kind in the world. We manufacture, in our own factory, under the supervision of competent, experienced persons, practically every part of every incubator and brooder we offer for sale, including the woodwork, heaters, regulators, lamps, etc., also the Cyphers full line of specialties for poultrymen—*upwards of 70 useful and popular articles*.

Cyphers Incubators "Built for Business"

Permit us to emphasize the fact that all Cyphers Incubators and Brooders are built strictly for business. There is nothing fancy, nothing useless, about them. The poultry business is no longer a pastime, or mere source of pin-money. Men and women



Trays used in the No. 2 and No. 3 latest-pattern Standard Cyphers Incubators. The side rails are made sufficiently high so that the trays can be placed one above the other when removed from the machine and without danger of crushing eggs. See pages 47 and 48.



Photographic Views in Cyphers Incubator Company's Factory, Buffalo, N. Y. 1—Assembling and Crating Storm King and Hygienic Brooders. 2—Painting Style A Brooders. 3—Assembling Style A Brooders. 4—Assembling and Crating Portable Houses.

of average experience understand that it is at best a particular matter to hatch and raise large numbers of strong, healthy chicks by either natural or artificial means. The Cyphers Incubator Company realizes this, and therefore turns out the best goods it knows how to produce. While its incubators are really beautiful in design and finish (see color-plate reproductions, pages 34 and 35), at the same time not a penny is wasted on fancy trimmings or useless, complicated contrivances. Goods that are *exactly adapted to the work* are our chief object.

No critic can place his hand anywhere on a Standard Cyphers Incubator or Brooder and truthfully say, "This is inadequate; this is cheaply built." In other words, every cent is spent on these goods that is believed to be necessary, *but not a penny more*. The result is that capacity, quality of materials and workmanship considered, the Standard Cyphers Incubators are sold at low prices, and the purchaser gets full value and gets what he wants—a practical, trustworthy incubator, and one that will last. We warrant them to last ten years, without repairs, if average good care is taken of them.

Guaranteed to YOU, Personally

"To be as represented" is subject to widely-different interpretations. A guaranty that an incubator will give satisfaction in your hands, because it has hatched well in the hands of someone else, is all right so far as it goes; but a guaranty that states positively that the incubator you buy will prove satisfactory to *YOU*—the man or woman who buys it—is a guaranty *that means everything a guaranty should mean*. It means that *YOU*, personally, will succeed with it, provided you make the proper effort, and that otherwise you can return it and get your money back. Let us ask, therefore, why take chances on buying a cheaply-built, wrongly-constructed incubator when an absolutely sure thing is offered you by an old and responsible company?

Please bear in mind, also, that an incubator is unlike many other articles in common use. A cheap buggy, for example, is all well enough until it wears out and goes to pieces. *With an incubator it is different*. A cheaply-built, wrongly-constructed incubator is a *losing proposition right from the start*. At no time will it hatch a satisfactory percentage of the fertile eggs, nor will the chicks it does hatch be *strong, vigorous and healthy*. In the poultry business the incubator you use is certain to be the "neck of the bottle." Whether your poultry enterprise is to be profitable or not will depend largely on the percentage of fertile eggs hatched and of chicks raised to a marketable age. If you hatch 20 per cent. fewer chicks *than you should hatch*, or if those that do hatch die in considerable numbers on account of being weakly *because improperly hatched*, your business venture will be rendered unprofitable and must result, sooner or later, in failure.

We repeat, that every Standard Cyphers Incubator is sold under the manufacturer's explicit public guaranty that it will do satisfactory work *in your hands*, provided you will give it a fair trial, or you can return it and get your money back—*all of it*. Every agent of this company is authorized to stand back of our guaranty in all particulars. The Standard Cyphers Incubators cost more to build than do various other machines, because better materials and better workmanship are used in their construction, but buyers of them obtain "*the standard hatcher of the world*,"—one that is certain to do, in the best and easiest manner, the work required of an incubator.

Increased Facilities

In this connection the reader's attention is directed to page 2, on which appears an illustration of Cyphers Incubator Company's new manufacturing plant—the largest and best equipped establishment of the kind in existence. The new plant, together with the quarters we still use in the old factory, give us a total of 237,000 square feet of floor space for manufacturing and warehousing purposes—more than five acres. We are located on the Erie Canal, abutting it for a distance of 300 feet—see illustration—also on an industrial switch connecting with the Buffalo belt line and all railroads that enter the city.

Incubators Have Come to Stay

The practical success of properly-constructed incubators and brooders is no longer questioned by persons acquainted with the facts. Take, for example, the saving in time and labor. One No. 3 Standard Cyphers Incubator, holding 390 hen eggs or 300 duck eggs, *will do the work of 30 hens*. Five minutes' time, morning and evening, will give this incubator all the attention it requires, whereas the work of obtaining 30 broody hens, providing nests for them, caring for them, dusting them with lice powder, seeing that they return to the right nests, cleaning the eggs and removing the broken ones, is a task that tries even the patience of a woman.

Until recent years many farmers have looked on an incubator as a mysterious contrivance or an ingenious plaything. They have believed, and in many cases justly, that they would be required to spend much of their time during the day watching a machine of this kind and that doubtless it would be necessary for them "to sit up with it nights" in order to hatch chickens. With the introduction of the Standard Cyphers, the progressive farmer has learned that there is one incubator at least that can be fully depended on to do the work required of it, without worry, care or trouble. Hundreds of farmers and farmers' wives who have used other makes of incubators have written us, stating that until they used the Standard Cyphers they had not believed it possible for a machine to successfully

CONSTRUCTION OF LATEST-PATTERN STANDARD CYPHERS INCUBATORS

compete with the hen in hatching. Use of and familiarity with the Standard Cyphers have convinced them, *and will convince you*, that no other machine is its equal.

We have room here to present only a few brief quotations from the hundreds of unsolicited reports we receive each season:

"I hatched 658 big, healthy chicks this season, my largest hatch being 180 chicks out of 102 fertile eggs."

EDWARD P. KAHLER, Leck Kill, Pa.

"I got 305 chicks out of 318 fertile eggs."

EDWARD SHARPE, Genoa, N. Y.

"My hatches have been very good, 275 strong chicks out of 305 fertile eggs."

JAMES A. KIMMERER, Bowmanstown, Pa.

"Out of 210 fertile eggs hatched 190 chicks."

JOHN MEISTER, Marietta, Pa.

"Hatched 8,281 strong, healthy chicks from 12,562 untested eggs."

OWEN FARMS, Vineyard Haven, Mass.

"My largest hatch was 345 chicks out of 360 eggs."

J. F. RAMSEY, Mortonville, Pa.

"Am operating a 300-egg Cyphers Incubator. Hatched 90 per cent. of the fertile eggs."

HUDSON MICKLEY, Remington, Va.

"Out of our largest-sized incubator I hatched 314 good, healthy chicks."

H. MURK, Gordonville, Pa.

"I hatched 173 chicks out of 197 fertile eggs."

JAMES S. CROUSE, Lima, N. Y.

"My largest hatch was 176 strong, vigorous chicks from 100 fertile eggs."

F. H. SOULT, Fredonia, Pa.

In buying and operating an incubator, however, it is no longer merely a question of how many chickens can be hatched; an equally important point is, how well hatched will they be, in order that they

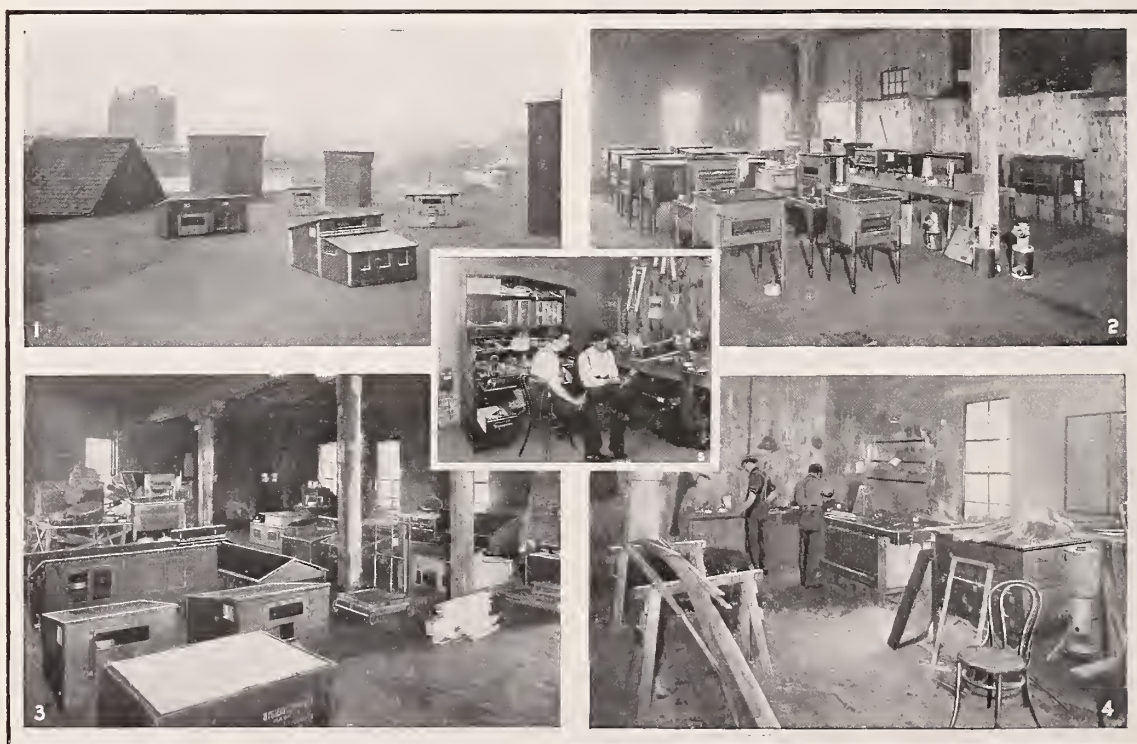
may live and thrive and grow properly. When reading the sample reports from our customers, note what they say about the *size, strength and vigor* of the chicks hatched in Cyphers Incubators. For years past every reader of the poultry and agricultural press has read the statement, reiterated time and again, that it is a comparatively easy matter to hatch chicks in incubators, but a difficult matter to raise them. So it has been, and so it is today, except where the chicks are *properly hatched and correctly brooded*.

Many chicks are hard to raise because they are poorly hatched. Here we touch on the truly great triumph of the Standard Cyphers Incubators. With no "moisture problem" to worry about, and with ventilation and the regulation of the temperature "under perfect control," the Standard Cyphers turns out the largest, liveliest, strongest chicks of any incubator on the market. *This claim is made a part of our guaranty.* Chicks hatched in Standard Cyphers Incubators are full of life and strength, and these chicks when entrusted to the Cyphers Brooders, which are correct in principle and built of such materials that they may be relied on, will live, and grow, and do well. To feed and care for chicks of this kind is a comparatively simple matter.

Yours, for success,

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., November 1, 1906.



Photographic Views of Experimental Department, Cyphers Incubator Company. 1—Room where Brooders are Tested. 2—Incubator Room. 3—Brooder Room. 4—A Corner in Work Shop. 5—Office.

Price List of Standard Cyphers Incubators

We supply an X-Ray Egg Tester, tested Standard Cyphers Incubator Thermometer, Book of Directions and booklet, "Hints to Aid the Beginner," packed in every incubator.

No. 0—66 Hen Eggs, 54 Duck Eggs.....\$13.00	No. 2—240 Hen Eggs, 200 Duck Eggs.....\$29.00
No. 1—140 " " 110 " " 20.00	No. 3—390 " " 300 " " 35.00

SPECIAL PRICES.—The prices of incubators and brooders given in this catalogue are those charged by us and by our authorized agents in all territory east of Montana, Wyoming, Colorado, Indian Territory and Texas. West of this boundary line the prices range somewhat higher, owing to the freight, which is especially high to inter-mountain points. If you live in high-freight territory write us for special prices; also for the name and address of nearest agent who buys in car lots and carries our goods regularly in stock.

Terms.—Cash with order. Send money by bank draft, express money order, post-office money order or registered letter. *Please do not send personal checks.* In the United States or Canada, goods will be sent C. O. D. when 50 per cent. of price accompanies order, but not to other countries, owing to ocean freight rules.

Weights (about) Crated

No. 0..... 90 pounds	No. 2..... 220 pounds
No. 1..... 145 "	No. 3..... 280 "

Weights and Measurements for Foreign Shipment.—For the convenience of those wishing to send our incubators to other countries, we print the following table of weights and measures when specially crated for ocean shipment.

	Net Weight	Gross Weight	Cubic Feet		Net Weight	Gross Weight	Cubic Feet
No. 0 Incubator....	65 lbs.	95 lbs.	10	No. 2 Incubator....	165 lbs.	227 lbs.	29 1/2
No. 1 Incubator....	103 lbs.	150 lbs.	19	No. 3 Incubator....	205 lbs.	290 lbs.	40

Standard Incubators Furnished in Rights and Lefts

For the convenience of those who are fitting out large plants, and all who, when purchasing a number of Standard Cyphers Incubators, desire to economize space in their incubator cellars, we manufacture No. 2 and No. 3 size machines that are *rights* and *lefts*. By this is meant that the heater is on the right or left-hand side of the machine. This permits arranging the machines along the sides of the incubator cellar in such a manner that space is saved, and two heaters are brought next to each other for greater convenience in tending to the lamps. If you desire your machines *rights* and *lefts*, please so specify in your order, naming the number of each desired. *Unless otherwise ordered, rights invariably will be furnished. No. 0 and No. 1 incubators are not made in lefts.*

Floor Space Required for the Standard Cyphers Incubators

(Figures Allow for Projection of Heater)

No. 0.....	1 ft. 10 in. x 2 ft. 7 in.	No. 2.....	3 ft. 3 in. x 4 ft. 1 in.
No. 1.....	2 ft. 5 in. x 3 ft. 8 in.	No. 3.....	3 ft. 11 in. x 4 ft. 9 in.

"Hints to Aid the Beginner"

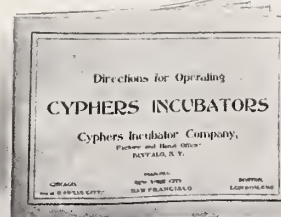
In Operating Cyphers Incubators and Brooders

"Hints to Aid the Beginner" is the title of an interesting little book, published by the Cyphers Incubator Company, that is sent free with every Cyphers Incubator or Brooder. This book is a veritable mine of valuable information for incubator operators and is intended particularly for beginners.

A large portion of this book is devoted to questions from amateur operators of incubators or brooders, with answers by an experienced operator. These cover the whole field of artificial incubation and brooding, and are given in a brief, terse, common-sense style that all can understand. Many perplexing problems are clearly explained, making the book invaluable to all who are interested in artificial incubation. Besides these questions and answers, considerable space is given to Incubator and Brooder "Don'ts," which tell the beginner what he should not do. Following this is a chapter, "At Work with the Incubator," written by an expert operator, which tells what to do with an incubator to get best results. Remember that this book is free to Cyphers customers and that a free copy is sent packed in the machine to every purchaser of a Cyphers Incubator or Brooder. We are prepared to supply a limited number of copies of "Hints to Aid the Beginner," at 25 cents each, postpaid.

"Directions for Operating Standard Cyphers Incubators"

An illustrated booklet, entitled "Directions for Operating Standard Cyphers Incubators," is supplied with each standard-pattern machine. This book contains full and complete instructions for setting up, regulating and operating the Standard Cyphers Incubator. The different parts of the regulating device are fully illustrated, showing their proper location in such a manner that the beginner cannot possibly make a mistake in setting up the machine. The purchaser is told where to locate his machine, how to place it in the proper position, how to adjust the regulating device, how to care for the lamp, and how to heat up the machine, with full particulars concerning operation, proper temperature, turning the eggs, cooling and airing; also special instructions for operation of Standard Incubators in high altitudes and exceedingly dry or tropical climates. A careful study of this booklet is absolutely essential to the successful operation of Cyphers Incubators. Supplied only to purchasers of Standard Cyphers Incubators.





WARRANT OF SUPERIORITY

The patented, exclusive features of the genuine Cyphers Incubators place us in a position to *positively warrant and guarantee* all Standard Cyphers Patent-Diaphragm, Non-Moisture, Self-Ventilating and Self-Regulating Incubators manufactured by us and *sold under registered trade mark*, either by this company or its authorized agents, as follows:

First—To require no supplied moisture, under normal conditions, thus solving and disposing of the troublesome “moisture question.”

Second—To be self-ventilating, the air in the egg chamber remaining pure at all times by its own gentle but positive action.

Third—To be self-regulating, being equipped with the most sensitive and durable regulator thus far invented.

Fourth—To be so constructed that the temperature in the egg chamber is more equable than in any other incubator.

Fifth—To be precisely as represented in construction, materials and workmanship, and, if given reasonable care, to last ten years without repairs.

Sixth—To be easy to set up and *positively automatic* in operation (except as to trimming the wick, filling the lamp and turning the eggs), and to operate with less labor and expense than any other make of incubator.

Seventh—To be in all essentials *the simplest and easiest* to operate and control, requiring less attention than any other make or style of incubator.

Eighth—To produce *larger, stronger and healthier* chicks and ducklings than any other style or make of incubator.

Ninth—That when it is run in competition with any incubator of a different make, it shall, in three or more hatches, bring out a *larger average percentage* of the fertile eggs in *good, healthy chicks and ducklings* than does its competitor.

Tenth—That each and every Standard Cyphers Incubator we send out will do *satisfactory work* in the hands of the purchaser, provided he will give it a fair trial, or it can be returned to us within 90 days, in good repair, less reasonable wear, and the purchase price will be refunded.

CYPHERS INCUBATOR COMPANY,

November 1, 1906.

Buffalo, N. Y., U. S. A.

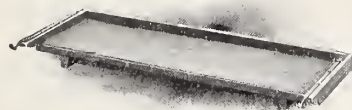
Standard Egg-Turning Device

(For Use With No. 2 and No. 3 Size Standard Cyphers Incubators Only)

FOR the greater convenience of those who operate large numbers of our No. 2 and No. 3, latest-pattern Standard Cyphers Incubators we offer for sale, as an extra, the egg-turning device shown herewith which may readily be attached to the end of the egg tray at turning time to facilitate the operation of turning

By its use the eggs in the center rows of the tray may be removed and placed in the rack formed by this turning device, the balance being gently rolled toward the center until the eggs, which were removed and placed in the rack, *follow down the incline*, and find a place in the end of the tray. The device

can then be removed and placed at the opposite end of the tray and the operation repeated.



1907 Egg-Turning Device

When turning eggs in a full tray this device will be found to be a great convenience. Anyone who operates several of our large-sized machines will

find it a valuable labor-saver, and by its use losses through breakage will be reduced to a minimum.



1907 Egg-Turning Device in Use

We do not supply this egg-turning device with our incubators, as only one of them is needed, even where a large number of machines are operated.

We are prepared to supply this improved egg-turning device for No. 2 and No. 3 machines *only*. Be sure to state size of machine when ordering. Prices, 50 cents each, if ordered shipped with incubator; if in separate shipment, 75 cents each.

Improved Cyphers Pedigree Egg Trays

For Use in Hatching Pedigreed Chicks and for Keeping Separate the Chicks Hatched From Different Lots of Eggs Laid by Any Variety of Fowls

PEDIGREE trays are in demand by poultry raisers who use trap nests of various kinds for special breeding purposes, also by those who wish to keep in separate lots, until properly toe-marked, the chicks hatched from eggs of any variety of fowls obtained from different matings, or from different pens. They are an infallible aid to systematic, scientific poultry breeding. By their use the eggs placed in a No. 0 or No. 1 Standard Cyphers Incubator can be kept in *four separate lots*, also the chicks that hatch therefrom, and the eggs in a No. 2 or No. 3 Standard Cyphers can be kept in *eight separate lots*, also the chicks that hatch therefrom.

We have manufactured pedigree trays since the Standard Cyphers Incubators were first placed on the market and have sold thousands of them. In presenting our Improved Pedigree Trays *with removable bottoms to the egg compartments*, we claim that they are unequaled by any other type of pedigree trays on the market. The illustrations herewith will give the reader a clear idea of the simplicity, convenience and *infallibility* of this improved device. Figure No. 1 shows the tray ready to be placed in the incubator, except that the eggs are omitted to show the construction of the tray to better advantage. Figure No. 2 shows the bottom of one egg compartment in the act of being removed, thus to allow

easy access by the operator to the chick nursery compartment directly underneath.

By the use of this improved tray it is impossible for chicks to go from one compartment to another, also for the chicks in the different compartments to mix while the operator is toe-marking each lot. These pedigree trays are used only during the last three days of the hatch, the fertile eggs being transferred to them from the regular trays just before they begin to pip. After the chicks hatch and gain strength they move forward in each compartment toward the light and drop through the opening into

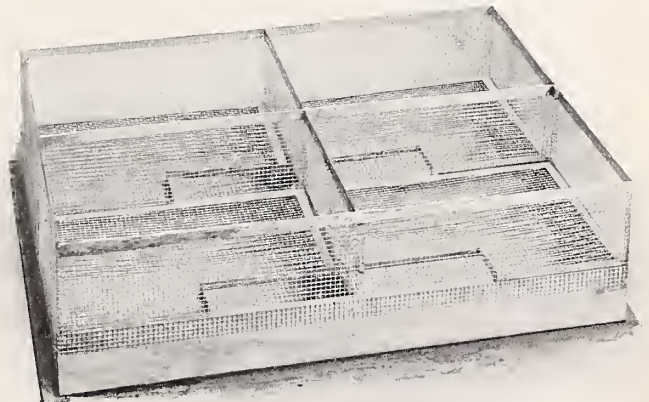


Fig. 1—Improved Cyphers Pedigree Egg Tray, Ready to be Placed in Incubator

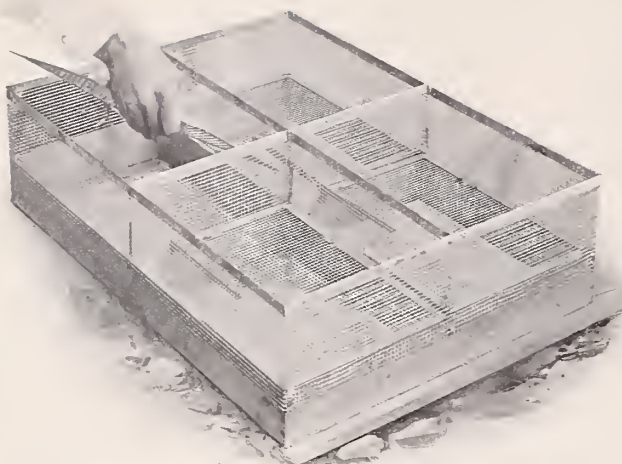


Fig. II.—Improved Cyphers Pedigree Egg Tray, Showing Method of Removing Bottom of Egg Compartment to Gain Access to Chick Nursery Compartment.

the nursery compartment, as they do in the regular trays used in Cyphers Incubators. They thus obtain the benefit of the lower temperature in the nursery compartment until the hatch is completed. The tray is then removed and the four lots of chicks, enclosed in the four separate compartments, may be toe-marked at leisure without danger of their mixing. The wire side walls, partitions and wooden tray in this device are fastened rigidly together and the only removable parts are the compartment floors. This obviates the possibility of the parts being accidentally moved, thereby allowing the chicks to mix. The

side walls are $6\frac{1}{2}$ inches high from the nursery floor, hence it is impossible for the chicks to mix even if all the floors to the egg compartments are removed at the same time.

These trays are strongly built of high-grade materials and are warranted to last a lifetime. We guarantee them to work satisfactorily. The prices charged barely cover the cost of materials and labor, including crating—our object being to furnish them to customers more as an accommodation than as a source of profit.

SPECIAL NOTICE: These Improved Pedigree Trays fit only Standard Cyphers Incubators of the 1906 and later patterns. We still manufacture our former type of pedigree tray for use in Standard Cyphers Incubators manufactured previous to 1906, but the Improved Pedigree Trays, as illustrated and described herewith, will fit only machines built later than 1905.

When ordering the Standard Cyphers Incubators, if you want a pedigree tray or trays, be sure to say so and enclose the extra amount with your order. If you now own one or more Standard Cyphers Incubators and desire to obtain a pedigree tray or trays be sure to specify in your order both the size of the machine and the year in which it was manufactured.

Price List of Improved Pedigree Egg Trays for Standard Cyphers Incubators only

No. 0 Pedigree Tray, each.....	\$1.25
No. 1 Pedigree Tray, each.....	1.50
No. 2 Pedigree Tray, per pair.....	3.00
No. 3 Pedigree Tray, per pair.....	3.25

Cyphers Combination Blue-Flame Gas Burner

(Patent Applied For)

Use of Gas for Heating Incubators Recommended where Supply is Uniform.
Safe and Economical Device for this Purpose

MANY operators of Cyphers Incubators are so situated that they can use gas for heating their machines in place of oil. Gas furnishes a satisfactory heat where the supply is uniform and we recommend its use. For years this company sold the standard Argand burner for this purpose, but the Argand burner is designed to produce light, whereas what is wanted for operating incubators is a flame that produces heat. This fact resulted in the invention by us of the Cyphers Combination Blue-Flame Gas Burner (patent applied for) which is illustrated herewith. This device burns with a blue flame and is equipped with an ingenious heat spreader that makes the heat effective as soon as it is produced.

A blue flame is hotter than a yellow or light-giving flame of the same size; in other words, the gas in one case produces heat almost exclusively, whereas in the other case it produces light. Furthermore, a blue flame producing a certain amount of heat will consume less gas than would a yellow flame producing the same amount of heat.

Where the Cyphers Combination Blue-Flame Burner is used the height of the flame can be adjusted with an ordinary gas bracket key and the mixture of air (producing a blue flame) may be readily controlled for different gas pressures.

Made in two sizes, large and small, corresponding to the two sizes of oil burners furnished with Cyphers Incubators. In ordering, mention size of burner or width of wick. Price of burner complete, with heat spreader, ready to be attached to gas pipe or bracket, 65 cents; postpaid, 75 cents.



Cyphers Combination Blue-Flame Gas Burner

Automatic Moisture Device

(Patent Applied For)

CYPHERS patent-diaphragm incubators are known the world over as non-moisture machines. Under normal and ordinary conditions they require no supplied moisture whatever. Thousands of purchasers have used them season after season, during the last ten years, *without adding a particle of moisture in any shape or form.* This is accounted for by the fact that the moisture in the air which passes into the incubator and that which is thrown off from the eggs through the porous shells, is conserved by the porous-diaphragm construction of the genuine Cyphers, as covered by patents owned by this company.

Let it be understood, therefore, that for the reason above stated the operation of Cyphers Company Standard Incubators requires no added moisture, *where the surrounding atmosphere is in its normal condition*; that is, where the moisture naturally contained in the air has not by any means, either natural or artificial, been removed. Generally



Figure 2

speaking, the atmosphere throughout the inhabitable globe possesses at all times sufficient moisture for the incubation of eggs and therefore our Standard Incubators are being successfully operated in practically all parts of the civilized world without a particle of added moisture, by reason of their patented mechanism, as above referred to.

There are, however, exceptional conditions existing in arid districts and in the high altitudes of mountainous regions, which deprive the air of its natural moisture, under which conditions even *hens cannot hatch eggs satisfactorily.* These conditions are sometimes duplicated in places where the natural moisture has been extracted from the atmosphere *artificially*, as is the case in continuously heated and dry apartments. Under such conditions it is beneficial to return to the atmosphere a portion of the moisture it has lost. This may be done in various ways, but the method we have invented is



Figure 1

believed to be the best and most convenient discovered to date.

That such adverse conditions as we have described do exist has been established by numerous experiments conducted by the Cyphers Incubator Company during the last three years in New York, Pennsylvania, Colorado, Utah, the Republic of Mexico and in the high altitudes of British South Africa. The result of these experiments has been the invention by us of an automatic, self-feeding moisture device that is attachable to ALL SIZES AND PATTERNS of the Standard Cyphers Incubators without the employment of hooks, bolts or other fastenings—a device that we are pleased to recommend for use on incubators of this company's manufacture *when they are operated at high altitudes, in arid regions, in very dry apartments and during droughty periods—BUT NOT OTHERWISE.**

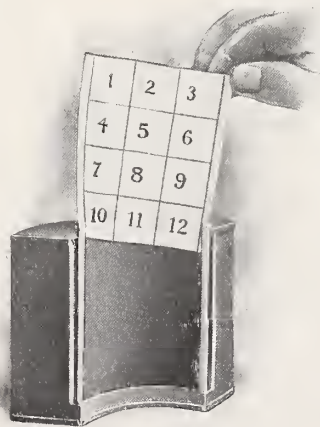


Figure 3

*This device can be used to advantage on incubators other than the Cyphers that are equipped with heaters built in imitation of the Cyphers heater.

AUTOMATIC MOISTURE DEVICE



Figure 4

Conditions Explained

When an egg is laid the contents exactly fill the shell and the space known later on as the "air cell" does not exist; but as soon as the egg is excluded evaporation begins through the pores of the shell and an air cell soon

appears at the large end of the egg. The rapidity with which this air space grows depends on the humidity and movement of the air that envelops the egg. Dry air takes up moisture more rapidly than does moist air, and air in motion accelerates the process of evaporation.

The patented "diffusive principle" embodied in the construction of the genuine Cyphers Incubators renders impossible a rapid movement of the air through the egg chamber, thus reducing the evaporation to the minimum, compatible with a sufficient amount of fresh, pure air to feed the embryo. To obtain sufficient fresh, oxygen-charged air to properly develop the embryo, and at the same time prevent the moisture contents of the shell from being dissipated to a point where there is not enough material left in the egg for nature to develop or build up a large, strong and vigorous chick or duckling—one that can break away the shell at the right moment—THIS IS THE SUPREME VIRTUE OF THE GENUINE CYPHERS.

In case excessive evaporation does reduce the contents of the egg beyond a certain point, the embryo will weaken and die. Furthermore, if excessive evaporation reduces the contents of the egg to such an extent that the size of the developing chick is diminished to a fatal degree the chick will be so weakened that it cannot break the dry, tough membrane and hardened shell and will die in the attempt, resulting in "chicks

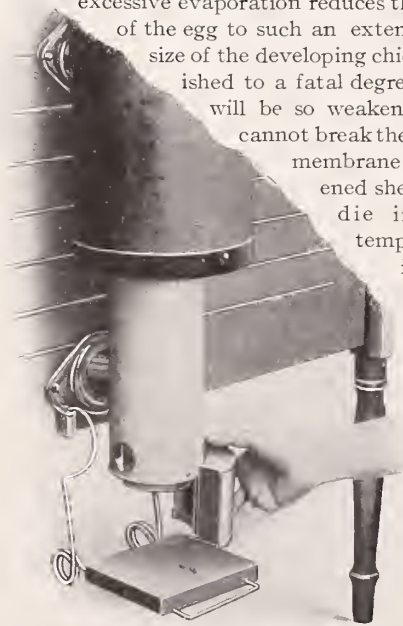


Figure 6

dead in the shell." Hence the invention of an automatic moisture device.

This device, fully illustrated herewith, is the result of two years' experimenting. Several other devices were tried, but after many experiments, were discarded in favor of the unique, convenient and infallible one shown in the pictures. These illustrations will be self-explanatory to all who are familiar with the construction of the Cyphers Incubator and heater. The tank is attached to the heater as shown in Figures 6 and 7, the specially curved metal piece holding it in position without the use of hooks, bolts or other fastenings. The absorbent material and curved metal piece pass upward into the fresh air intake of the heater, thus exposing the surface of the water-charged conductor to the fresh, warm air that enters the heater and passes upward into the radiating chamber and thence downward into the egg chamber.



Figure 5

By this simple, effective and automatic method the dry air which surrounds the incubator is charged with moisture as it passes into the machine and therefore does not draw heavily upon the moisture contents of the eggs. By this means

the extraordinary conditions that confront the operator of a Cyphers Incubator in mountainous regions, or where exceedingly dry weather and artificially warmed air must be reckoned with, are overcome.

This device is not sold regularly with Cyphers Incubators, for the reason that in most cases it is

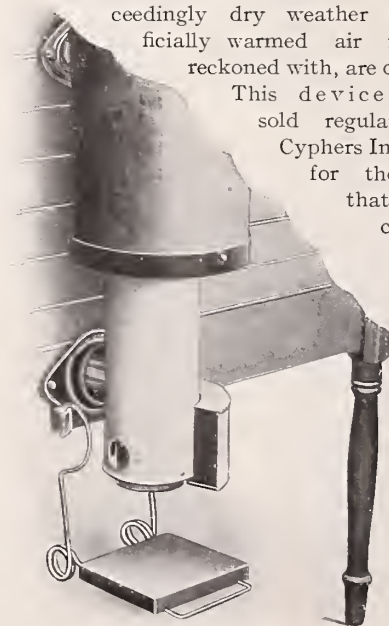


Figure 7

not needed—in fact would be a waste of money and time. We do recommend its use, however, under the conditions described and it will be found to be “almost worth its weight in gold,” as one experimenter expressed it. This device when used with a 3 x 8 inch conductor, *exposing 36 inches of evaporating surface* (24 square inches front surface and 12 square inches upper rear surface—see Fig. No. 1) will discharge a pint of water into the incubator in twenty-four to thirty-six hours, depending on the dryness of the surrounding atmosphere, and every particle of this moisture goes where it is intended—into the machine with the ingoing fresh air. As the pictures plainly show (see Figs. Nos. 2, 3, 4 and 5)

the amount of moisture to be used at any time or in any locality, can be readily governed by the amount of surface exposed to evaporation. This surface can be reduced by the operator from thirty-six square inches to three or less by simply decreasing the size of the conductor. This attachment is simplicity itself in construction, automatic in operation, and cannot get out of order.

Prices of Automatic Moisture Device

Each, with 3 conductors, express, prepaid . . . \$1.50
In 1-do. lots with conductors, each . . . 1.40
In 1/2-do. lots with conductors, each . . . 1.25
Special Prices on Larger Lots in Single Shipments.
Price of extra conductors, per doz. postpaid25

Cyphers Flame Reducer

(Patent Applied For)

For Use on Cyphers Incubators and Brooders, All Styles and Sizes. Simple, Durable and Economical. Saves Oil and Money

INCUBATOR and brooder operators experience difficulty in maintaining a low, clear, steady flame on their lamps in warm weather. As regards incubators this is especially true toward the latter part of the period of incubation, when the animal heat in the eggs manifests itself. As regards

brooders, when late spring arrives and summer weather is at hand very little artificial heat is required, but it will not do to extinguish the lamp or brooder stove altogether. Under these conditions if the lamp flame on either incubators or brooders is

instantly convertible either way. By the same process that this burner reduces the size of the flame it reduces the amount of oil consumed, saving more than fifty per cent. in cost of oil.

This unique device, illustrated herewith, consists of a special-shaped small hood or cap that fits over the upper end of the wick tube. It has an opening in the center and it is the part of the wick that is exposed at this opening which burns, producing a flame of a width corresponding to that which would be produced by a smaller burner with a wick of the same width as this opening. The device fits the wick tube loosely and rests on top of the wick. It is turned up and down with the wick and the flame is adjusted by use of the thumb wheel at side of burner as easily, and in the same manner, as if the attachment were not on the burner. The Reducer is made from one piece of hard sheet copper, stamped by special dies, and as there is nothing about it to get out of order it will last indefinitely. We have

subjected this device to exhaustive tests in our Experimental Department and recommend its use. Made in two sizes, large and small.

In ordering mention width of wick. Price of Cyphers Flame Reducer, either size, 25 cents; postpaid, 30 cents.

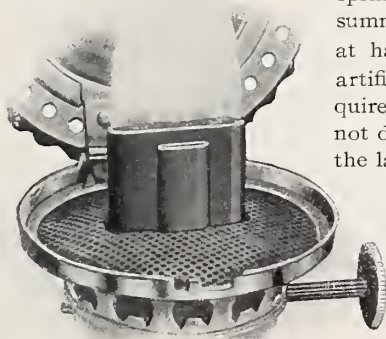


Fig. I.—Photographic view of ordinary burner, showing medium-height flame.

turned down sufficiently low to give only the proper degree of heat the result is a wide, weak and variable flame that is liable to smoke or to be extinguished by a sudden jar or moderate gust of air. To meet these warm weather conditions, and at the same time save oil—which costs money—some operators carry extra burners that are equipped with narrow wick tubes and narrow wicks, which concentrate the same amount of flame into a higher and narrower blaze. These burners serve the purpose, but do not prevent waste of oil.

The Cyphers Flame Reducer (for which letters patent have been applied) reduces the size of the flame on a No. 3 (large size) burner to that of a No. 1 (small size) burner and does this without changing the wick or burner in any manner, and the burner is

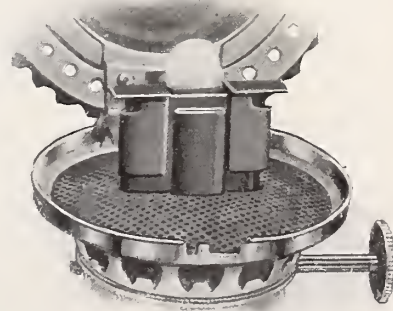


Fig. II.—Photographic view of same burner as in Fig. I, with Cyphers Flame Reducer attached; illustrating the reduced flame produced with wick same height as before.

The Farm-Economy Incubator

A Special Size, Low-Priced Hatcher Employing Radiated Heat and a Modification of the Diffusive Principle with Slatted Open Bottom. Guaranteed to be a Well-Built, Durable and Practical Machine

IN designing the Farm-Economy Incubator we kept in view the requirements of the average farmer or villager who wishes to raise three to five hundred fowls per season at a cost easily within his reach. It has been our desire to attract the farmer away from the expensive method of hatching and rearing chicks with hens, thus saving the cost of feeding and the worry of looking after sitting hens, and to place him in a position to increase his income from poultry raising, precisely as the implement manufacturer has increased the profits from the farm crops by the introduction of labor-saving machinery; hence the name, Farm-Economy.

The improved Farm-Economy Incubator, shown herewith, is a durably built, attractively finished, practical hatching machine, designed and manufactured to fill the requirements of all who desire an inexpensive incubator, and who do not feel able to invest in our higher-priced standard machines. We claim for the Farm-Economy *that it contains more special and valuable features, and represents greater value for the price*, than can be obtained from any other manufacturer.

Four facts render it possible for us to manufacture this high-grade, popular-priced incubator at a low price, as follows: First, we build them in one size only. All who are familiar with conducting a large manufactory will understand the value of this point. Second, these machines are manufactured in the largest and best equipped incubator factory in the world. Third, all materials put into them are purchased by us in very large quantities, for spot cash, thus securing the lowest prices obtainable. Fourth, we manufacture at one time the output of these machines for an entire season, thus keeping our men and machinery steadily at work on this one size and style, without interruption.

The result is a 110-egg size, attractively designed, chestnut case, natural finish incubator, employing radiated heat combined with a modification of the patented diffusive principle of ventilation, equipped with a time-tested, patented regulator, a solderless smoke-proof heater, and supplied with a seamless bowl lamp, high grade burner and Cyphers trademarked, tested thermometer, *all complete*, for \$12.00.

Construction and Principles

The Farm-Economy Incubator is built of well seasoned, kiln-dried lumber that is finished on both sides. This machine is double walled and carefully packed—placing it in this respect on a par with other

double walled incubators that sell at much higher prices. The outer case is made from a select grade of chestnut lumber, and is handsomely finished in the natural wood color. The walls are made of sound, seven-eighths-inch pieces that have been closely culled and are free from knots. We use chestnut lumber for the cases of our low-priced incubators, the Farm-Economy and Boys' Choice, because it is the best suited for the purpose among the cheaper priced kinds of lumber. It is better for this use than is hard pine, cypress, basswood, etc., but it is not so good as clear white pine, which costs twenty to twenty-five per cent. more than chestnut.



The Farm-Economy Incubator.

Capacity, 110 Eggs. Price, Complete, \$12.00

Built of Chestnut, Natural Finish. Slatted Bottom Construction.
See Description and Guaranty.

Each Farm-Economy case is made in panels, after the manner in which we build our standard incubators. Each panel consists of three-inch-wide, attractive beading, and the parts that make up the panels are plowed, tenoned and glued together. Later these panels are formed into cases by the use of screws, making an attractive and substantial case. The door opening into the hatching chamber is of double glass, with a dead-air space between. The legs are machine-turned and handsomely designed. The name "Farm-Economy" appears on the front of the machine in a gilt transfer, which lends further attractiveness to the natural wood finish.

Smoke-Proof Heater

The heating system of the Farm-Economy employs radiated heat, a time-tested and effective method to which we have added in modified form our patented principle of diffusion. The heater on this machine is simple in construction, correct in principle and effective in use. It is durably built of specially designed, malleable iron castings, the sheet metal parts being riveted in place, *employing no solder*. It is covered with thick sheet asbestos, neatly painted, and strips of asbestos are placed between the iron supports and wooden case, also between the heat flues and woodwork where the warm air passes into and out of the machine. This heater cannot get out of order, and is so designed that the lamp fumes cannot enter the egg chamber.

The Farm-Economy is a *self-ventilating incubator*. Pure, fresh air from outside of the machine is drawn into the heater, is there thoroughly warmed in the chamber surrounding the lamp flue, and then is carried into the radiating chamber, located immediately above the egg chamber, and thence is forced downwardly into the egg chamber in such a manner as to insure equitable distribution and a safe and efficacious method of ventilation in the egg chamber *without a direct draught*. To this extent have we employed the diffusive principle for ventilating the hatching chamber of the machine.

Additional heat is radiated from a smoke and air-tight metal flue that passes from the lamp flue of the heater across the top of the radiating chamber of the machine, thence making a complete circuit of this chamber and returning by means of two escape pipes to the heater end of the incubator where each flue exhausts into the outer air. All possibility of smoke or lamp fumes entering the hatching chamber is avoided.

By means of this transverse system of flues a *considerable saving of heat and oil is effected*. The entire top of the Farm-Economy is well insulated

by the use of several thicknesses of cardboard and other packing material, producing a succession of dead-air spaces and retaining practically all the heat of the machine. Between the radiating chamber and the egg chamber is located a removable top diaphragm of coarse material. The fresh, pure, warmed air that enters the radiating chamber is diffused equally throughout this apartment above the porous diaphragm, and together with the heat radiated from the surfaces of the transverse flues is gradually forced downwardly through the porous diaphragm into the hatching chamber. Below the egg tray are three other diaphragms, two of felt and one of burlap, *each built on a separate frame*, through which the warm air must pass *slowly but positively* before it is discharged through

the slatted bottom of the incubator into the outer air beneath the machine.

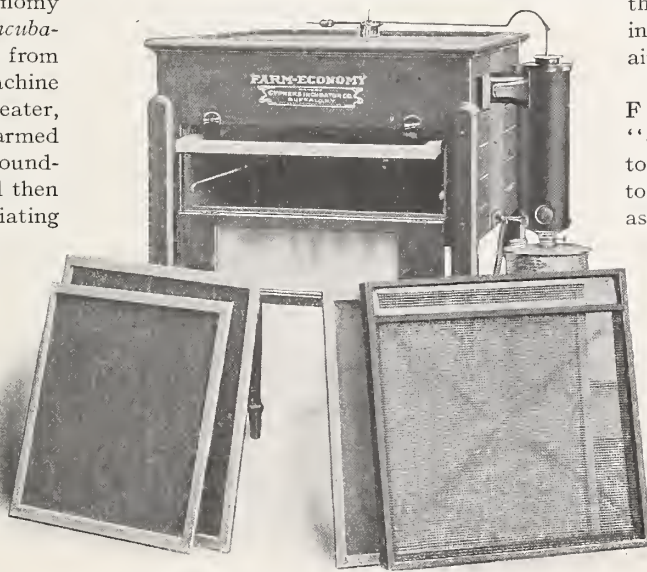
The egg tray in the Farm-Economy is "dished," i. e., is made to slope from all points toward the center, thus assisting in equalizing the temperature on a level with the top surface of the eggs.

Purchasers who feel that they will be satisfied with a good practical hatcher at a low price will appreciate the principles of construction embodied in the Farm-Economy, as above described. Posi-

tively no other low-priced incubator on the market is its equal in construction, or will excel it in hatching ability.

Standardized Thermostat

A decided improvement in the Farm-Economy and Boys' Choice Incubators for the season of 1906-1907 is the use of a standardized Cyphers thermostat made of steel and zinc bars, its construction and working principles being identical with those of the thermostats used in the No. 0 Standard Cyphers Incubator, latest-pattern, except that a wire balance rod is used in place of the wooden arm.



The Farm-Economy Incubator—Showing Egg Tray and Removable Diaphragms.
Best Popular-Priced Hatching Machine on the Market.
See Guaranty and Reports of Users.

THE FARM-ECONOMY INCUBATOR



Patented Thermostat and Regulating Device used in all 1907 Pattern Farm-Economy and Boys' Choice Incubators.

The double-action, patented thermostat, now used in all Farm-Economy and Boys' Choice Incubators, will give better satisfaction than any disc thermostat on the market.

The Farm-Economy and Boys' Choice thermostat, new-pattern, is composed of one steel bar and two zinc bars, each twelve inches long. These bars are firmly riveted together to make a simple, double-action, toggle-lever thermostat. This thermostat is protected by patent rights owned exclusively by the Cyphers Incubator Company. It can be depended on to control the temperature of the egg chamber within practical limits, enabling the operator to bring off satisfactory hatches. Each thermostat is properly adjusted at the factory, and *does not need to be removed or interfered with, for any purpose*, by the purchaser or operator.

The Farm-Economy has a chick nursery below the egg tray, where ample room is provided for the newly-hatched chicks. The chicks drop down upon the upper portion of the lower diaphragm, which consists of soft burlap, where they are protected and made comfortable until it is convenient to re-

move them from the machine. By this means the chicks in process of exclusion in the tray above are given more room, and escape injury from being trampled on by those first to hatch.

The practical working of our Standard Incubators has served as a pattern in large part for designing and constructing the Farm-Economy. In this machine we have a practical *self-regulating, self-ventilating, non-moisture* incubator built expressly for persons who want a popular-sized, trustworthy hatcher at the lowest price possible, *consistent with durability and real merit*. In brief, it is as good a hatcher as can be built and sold at so low a price.

As a matter of course, we do not consider the Farm-Economy the equal of our Standard Cyphers Incubators. An incubator employing the radiation system of heating is far cheaper to build than one that embodies the diffusive principle. Radiated heat is more difficult to equally distribute and to control, but it is a fact that nine-tenths of the different types of incubators on the market today employ this system. Many of them are doing generally satisfactory work. What we do claim is that we have in the Farm-Economy a practical hatching machine that *can be depended on to do good work* under normal conditions when given a fair trial. Note guaranty, and the sample reports from customers.

Each Farm-Economy we send out from the factory is equipped with a seamless-bottom lamp, a complete regulating device, an egg tray, removable top and lower diaphragms, a standard Cyphers trade-marked thermometer, an X-Ray egg tester, and circular of directions for setting up and operating the machine.

Price of Farm-Economy, 110-egg size incubator (built in one size only) \$12.00. Net weight, 67 pounds; weight crated, 90 pounds; cubic feet, 10.

FARM-ECONOMY GUARANTY

Each Farm-Economy Incubator, manufactured and sold by us or our authorized agents, is guaranteed to be exactly as represented, and to be a well-built, durable and practical hatching machine that can be depended on to produce equally good or better average hatches than any other similarly constructed slatted bottom Incubator now on the market, regardless of price, provided it is given a fair trial under the same conditions.

CYPHERS INCUBATOR COMPANY

November 1, 1906.

BUFFALO, N. Y.

Words of Endorsement—Farm-Economy Incubator

Herewith are presented a limited number of sample, unsolicited reports from customers, telling of the satisfactory results they obtained from Farm-Economy Incubators, purchased of us or our agents.

Hatched More than 600 Chicks

Latona, Ky., July 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I bought a Farm-Economy and an Outdoor Brooder. I put 98 eggs in the incubator and after seven or eight days took 11 infertile eggs from same, leaving 87 fertile. **I am glad to tell you that 83 of these hatched.** I continued working the incubator until we had **more than 600 chickens.** We raised all the chicks in the brooder.

WM. P. CAPPING.

92 to 95 Per Cent. Hatches

Strasburg, Pa., May 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Last spring I bought one of your Farm-Economy Incubators and **have been hatching from 92 to 95 per cent. of fertile eggs.** When in need of more incubators they will be nothing but Cyphers.

AMOS. H. SHAUB.

Three Hatches Average 75 Per Cent.

Hayes, La., June 10, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I received one of your Farm-Economy Incubators late in March and have taken off three hatches with an average of 75 per cent., which I consider good. I have nothing but praise for the "Cyphers Company's Goods." I want two or three of your large standard machines next year.

WALTER LEWIS.

Beginner Gets Good Hatch of Strong Chicks

Georgetown, Ill., July 13, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

The Farm-Economy Incubator is giving the very best of satisfaction. Our hatches average 90 per cent., **all good, strong, thrifty chicks.** So far have not had a deformed chick. We had no previous experience with incubators.

A. J. CAMPBELL.

Pleased with Regulation

Aldenville, Pa., July 27, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I operate a Farm-Economy and find it a non-moisture machine. **It regulates better and more easily than any other incubator I have used,** and consequently keeps the heat more even. It also requires less trouble with the lamp.

F. C. DIETERICK.

Six Fine Hatches

Watertown, N. Y., September 9, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In February I purchased one of your Farm-Economy Incubators. I have had six hatches, with the following results: First hatch, 91 chicks from 96 fertile eggs; second, 85 from 95; third, 77 from 86; fourth, 81 from 97; fifth, 75 from 84; sixth, 89 from 89. **I don't wish any other machine.**

ADOLF ARENDS.

85 Chicks from 97 Eggs

Chillicothe, Mo., June 12, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I have given the Farm-Economy three fair tests and find it meets all the requirements of an incubator. I do not want any better machine. On May 30th, I took off a hatch of 85 chicks from 97 eggs. The temperature in the room where the machine was running varied from 54 to 83 degrees, while the temperature in the egg chamber did not vary a degree. **It is self-regulating, self-ventilating and requires no supplied moisture.** Anyone wishing a good, honest, one-hundred egg hatching machine can do no better than purchase a Farm Economy. Simply care for the lamp, turn the eggs according to directions and leave the machine to itself and it will hatch all the eggs that a hen can hatch.

F. W. HALLETT.

Easy to Run

Aurora, Neb., August 22, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We bought a Farm-Economy from your agent. First hatch, got 85 chicks from 98 eggs; second hatch, 93 chicks from 99 eggs—the eggs in neither hatch being tested. **We find the machine easy to run.**

W. M. LAKIN & WIFE.

130 Chicks from 167 Eggs

Ottawa, Ont., August 14, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I bought from your agent a Farm-Economy Incubator, **which you call a cheap machine.** Cheap or not cheap it is good enough for me. I had a fine hatch, 50 chicks out on 21st day; all hatched out; 65 from 83 good eggs. I filled it up again and ran it under same conditions; had another 65 chicks from 84 good eggs; **all fine and lively,** so you can see it is not so bad, **130 chicks from 167 good eggs.** I don't wish for anything better. **I will buy another next spring.** My incubator room is only 5 feet by 6½, built of wood attached to my bed room. I have plenty of fresh air in incubator room.

G. LUKE.

78 Chicks from 81 Fertile Eggs

Clifton City, Mo., April 27, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I bought one of your Farm-Economy Incubators and have just taken off a hatch—78 chicks out of 81 fertile eggs. **Have some other makes of incubators that I will put aside next season and use Cyphers.**

L. E. NICEWAUER.

81 Healthy Chicks from 90 Eggs

Healdsburg, Cal., August 2, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I operate one Farm-Economy Incubator. The best thing that I can say about the machine is that **the chicks were all so strong.** Out of 90 eggs I got 81 healthy chicks. We had better luck than any of our neighbors, who used different incubators. I am very well pleased with the incubator.

MARY ROEHIN.

Our Boys' Choice Incubator

A 50-Egg Capacity Low-Priced Incubator, Designed Specially for the Use of Boys. Interesting, Instructive and Profitable

SCORES and scores of times we have had parents write in, asking us if we did not build and have for sale a small-sized, low-priced incubator for the special use of boys who have become interested in the subject of practical incubation, or whose parents wished to interest them in raising chicks and thus keep them at home and well employed. We have felt that it was contrary to the spirit of the age not to look after the interest of the "boys" in the poultry field, so that they can "make a beginning" and be given a chance to "expand." Every business career has to have a beginning—and in our opinion it is well to "begin young."

To meet this existing demand for a boys' size incubator—one that will hatch chickens and at the same time cost very little—we designed, three years ago, the Boys' Choice, a machine to hold 50 eggs and meet the requirements of the American boy who wishes to embark in the poultry business with the object of earning pocket money and to make a start at acquiring a business training. We can imagine no more suitable venture for a boy 10 to 15 years old, who wishes to acquire business knowledge, than to "keep a few chickens," take care

of them himself, buy their food, sell the product, keep his own book accounts and try to make the venture "show a profit." Parents who have said, when writing to us, "We want something to keep our boy employed and off the streets," can now gratify their wish by buying him a Boys' Choice Incubator.

The Boys' Choice will hatch at one sitting as many chicks as five hens and will break none of the eggs. Its cost is less than that of five standard-bred fowls. With proper attention it will hatch more chicks in three weeks than a hen will hatch in three months, and will hatch them all at one time so they will be of the same age. This aids the boy in starting right, and avoids the worry and necessity of keeping the different sized chicks separated, something that must be done if they are to grow as they should. Chicks all of one size grow much better and the boy-owner, therefore, will be encouraged.

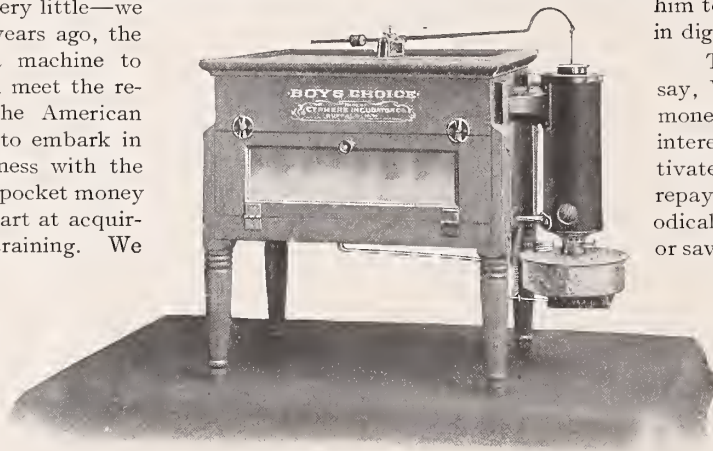
The Boys' Choice Incubator occupies a space of only 4 cubic feet and weighs but 28 pounds, without the crating. Its use will not only keep the boy at home and give him an appetite for profitable employment but will serve as an inducement for him to study nature in some of its most interesting phases. It will furnish the earnest, painstaking boy with an opportunity to make money of his own, and teach him to be still more painstaking and self-reliant. He can hatch eggs for the neighbors for a small consideration, and by this means pay for the first cost of his incubator and brooder, at the same time learning about "business methods." Its use will interest, instruct and encourage him, while a fractious sitting hen, or half a dozen of them, would wear on his temper and probably cause him to give up the venture in disgust.

To parents we would say, Why not advance the money to your son, if he is interested, and let him cultivate business methods by repaying the amount periodically out of his earnings or savings? A bright boy can get together quite a poultry establishment in a short time—say in a year or two—and as soon as he gets started in a profitable venture of this kind he will be slow to let go.

Trust him to find a ready market for his eggs and poultry. They are the next things to cash in any neighborhood. Furthermore, he will develop a taste for the beautiful, the wonderful and the mysterious in nature. Believe us, you will be more than repaid as you witness his enjoyment, when the eggs begin to pip, and the fluffy little chicks struggle from the shells. In after years your son will consider that the price of a Boys' Choice Incubator for his own use was well spent.

Construction of Boys' Choice Incubator

The Boys' Choice is made from the same materials as the Farm-Economy Incubator, being built of selected chestnut lumber in a thorough and workmanlike manner. It is equipped with identically the same style heater, regulating device,



Our Boys' Choice Incubator
Price, Complete, \$7.50.
Best Value for the Money on the Market.

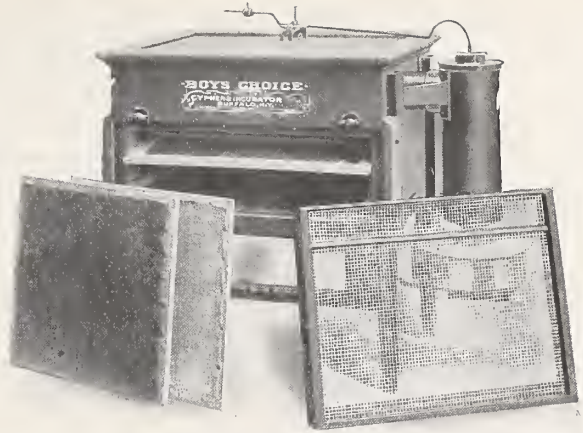
THE BOYS' CHOICE INCUBATOR

thermostat, seamless-bottom lamp and lamp support. It embodies the same heating and ventilating systems, and the diaphragms, both upper and lower, are removable. The thermostat is adjusted at the factory, and does not need to be removed or interfered with by the purchaser or operator.

This model little incubator is double walled throughout. The ends and back are constructed of seven-eighths-inch tongued and grooved chestnut, neatly beaded, and the inner walls are of three-eighths-inch tongued and grooved white pine. Between the walls is a dead-air space for insulating purposes. The top is double with a thick layer of non-conductive packing material between the chestnut outer case and the ceiling of the radiating chamber. The heating and ventilating principles of the Boys' Choice are the same as those embodied in the Farm-Economy and we are able to place upon it the same broad guaranty.

In the 1907-Pattern Boys' Choice, the egg chamber has been deepened, so that this small incubator is now provided with a comfortable nursery beneath the egg tray. This latest-pattern Boys' Choice has machine-turned legs, making it, all told, an attractive high-grade incubator, complete in every detail—see illustrations.

The Boys' Choice is a self-regulating, self-ventilating, non-moisture incubator, and will prove to be a good practical hatcher when operated under ordinarily favorable conditions. It is superior in



1907-Pattern Boys' Choice Incubator—Showing Egg Tray and Removable Diaphragms—A Complete Hatcher in Every Detail.

all respects to other incubators of like capacity that are sold at so low a price. Briefly, it is in every way a desirable, low-priced machine for the boy who "means business."

Each Boys' Choice Incubator when shipped from the factory is equipped with a seamless-bottom lamp, complete regulating device (including thermostat), egg tray, removable top and lower diaphragms, a standard Cyphers trade-marked thermometer, an X-ray egg tester and circular of directions for setting up and operating the machine.

Price of Boys' Choice, 50-egg size incubator (built in one size only) \$7.50. Net weight, 28 pounds; weight crated, 40 pounds; cubic feet, 4.

BOYS' CHOICE GUARANTY

Each Boys' Choice Incubator, 1907-pattern, manufactured and sold by us or our authorized agents is guaranteed to be exactly as represented and to be a well-built, durable and practical hatching machine that can be depended on to produce equally good or better average hatches than any other similarly constructed, slatted bottom incubator now on the market, of equal or smaller size, regardless of price, provided it is given a fair trial under the same conditions.

November 1, 1906.

CYPHERS INCUBATOR COMPANY,

BUFFALO, N. Y.

Non-Moisture, Self-Regulating Incubator

Walker, W. Va., July 7, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

The hatches from the Boys' Choice have been good, and **the chicks are strong and vigorous**. I am satisfied that the Boys' Choice is a **non-moisture, self-regulating incubator**. I use a Storm King Outdoor Brooder, and the chicks thrive in it.

JOHN G. STEELE.

Four Successful Hatches

Joliet, Ill., January 27, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I purchased one of your Boys' Choice, and for the **first time in my life started an incubator**. Used it for four hatches: First hatch, set 53 eggs, tested out 8, hatched 43; second hatch, set 51, tested out 6, hatched 41; third hatch, set 49, tested out 3, hatched 44; fourth hatch, set 54, tested out 9, hatched 43.

W. L. HUTCHINSON.

Temperature Even Throughout Hatch

East Doughton, Pa., July 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I find your Boys' Choice a perfect machine. **Hatched every fertile egg**, and all chickens were strong. The machine did not vary half a degree.

HARRY MESSICK.

Hatched 92 Per Cent.

Octoraro, Pa., August 14, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I bought a Boys' Choice and **have had good success with it**. I have 125 chicks out of 135 fertile eggs in three hatchings.

R. J. SIMES.

28 Chicks from 31 Eggs

Oshkosh, Wis., August 27, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have set the Boys' Choice **four times with excellent success**, the last time getting 28 good, hardy chicks out of 31 eggs.

H. H. KERSCH.

Chapter I.—Magnitude of the Poultry and Egg Industry

Half a Billion Dollars Worth of Poultry and Eggs Produced in the United States in 1905—Rivals the Wheat and Cotton Crops—Statistics of the "Farmer's Hen"

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THE poultry and egg industry of the United States is fast assuming amazing proportions. Unfortunately complete statistics of poultry and eggs are not obtainable. Statistical information concerning poultry and poultry products is only taken during census years. In the last census, records were obtained showing the number of chickens and other poultry only that were three months old and older June 1, 1900, and upon farms alone. Obviously an enormously large number of young stock were not accounted for, neither was any record made of the immense output of squab-broilers, broilers and small roasters that are turned out in hundreds of thousands annually by our large specialty poultry farms. Green ducklings also are not included in these statistics, since the great majority of specially grown market ducks are disposed of to furnish delectable morsels for epicurean palates while still at the tender age of nine or ten weeks.

Added to this are the hundreds of thousands of fowls and chickens, together with the eggs produced by them, that are grown on town and city lots of which it has been impossible to obtain any record whatsoever. Were it possible to obtain even a fair estimate of these, it is probable that the total valuation of poultry and eggs would be increased by many millions of dollars. Even on farms it has been exceedingly difficult to obtain absolutely reliable statistics because farmers are notoriously careless, as a general rule, concerning the records of their poultry and egg production.

The figures given in this chapter for the year 1905 are based upon statistics supplied us through courtesy of the United States Department of Agriculture, and we have been obliged to follow the same plan that was adopted in 1900. Therefore, in this statistical table no allowance whatever is made for the enormous production of squab-broilers, broilers, small roasters, green ducklings and town and city-lot poultry products. Were reliable figures representing this part of the poultry industry available the grand total valuation of poultry and eggs for the United States for 1905 would in all probability equal or exceed the value of the wheat crop and become a formidable rival of the cotton crop and dairy products.

Half a Billion Dollars in Value

In his Ninth Annual Report, dated November 22, 1905, the Hon. James Wilson, U. S. Secretary of Agriculture, makes the following statement:

"The farmer's hen" is becoming a worthy companion to his cow. The annual production of eggs is now a score of billions, and, after supplying the needs of factories, tanneries, bakeries, and other trades, they are becoming a substitute for high-priced meats, besides entering more generally into the everyday food of the people. Poultry products have now climbed to a place of more than half a billion dollars in value; and so the farmer's hen competes with wheat for precedence."

Comparing the figures given in the table showing farm value of poultry and eggs in the United States for years 1900 and 1905, it will be seen that the estimate for 1905 is decidedly a conservative one, it falling short of Secretary Wilson's estimate of half a billion dollars, but for purposes of comparison with other farm crops this figure serves quite as well as if it had actually reached the promised mark, since it does not materially affect the relative position of poultry and eggs when compared with the eleven other leading farm products.

Referring to the statistics for the year 1905 we find that on January 1, 1906, the value of horses and mules was \$1,845,570,426, placing them first on the

list. Milch cows and other cattle come second with a total valuation of \$1,328,960,301. The corn crop for 1905 ranks third, having a valuation of \$1,116,696,738. Dairy products hold fourth place with a total valuation of \$665,000,000. Fifth place is held by the cotton crop at a total valuation of \$556,833,818. Wheat sixth at a total valuation of \$518,372,727. Hay seventh place at \$515,959,784. Poultry and eggs occupy eighth place at \$411,027,392, according to our estimated statistical table showing valuation of poultry and eggs by states. Swine occupy ninth position with a total valuation of \$321,802,571. The oat crop takes tenth place with a total valuation of \$277,047,537. Sheep and wool are eleventh with a total valuation of \$241,928,254, while the potato crop occupies twelfth place with a total valuation of \$160,821,080.

In considering these values it should be borne in mind that the totals given are in each case **farm values** and are not to be mistaken for wholesaler's, middleman's, or consumer's values. In so far as possible the prices have been based upon the average prices paid by hucksters or poultry collectors who take the fowls and eggs at the farmer's door.

Over One Million Tons of Eggs in 1905

The total number of all poultry, including turkeys, ducks and geese, on farms in 1905 was estimated at 321,355,203, an average of 45 to 50 birds to each farm. The total estimated egg production for these fowls was 1,562,582,823 dozens of eggs, or an average of about 58 eggs per fowl. Estimated at one and one-half pounds per dozen these eggs would give a total weight of about 1,171,940 tons.

The farmers' egg crop for 1905 based on these figures would represent 52,086,094 cases of 30 dozen eggs each. According to the ruling of the leading produce exchanges a carload of eggs contains 400 cases, so that it would require 130,216 refrigerator cars to carry the total egg product of the farmers' hens for the year 1905. The average refrigerator car occupies about 43 lineal feet of track space, so that a train to carry the 1905 farmers' egg product for the United States would be about 1,060 miles in length, or long enough to reach from New York City to St. Louis, Missouri.

It is interesting to know that Iowa, which holds first place for the value of its poultry product in 1905, has a total area of 56,025 square miles and in 1900 reported for 214,832 farms. Missouri, which ranks fourth, has an area of 69,415 square miles and in 1900 reported for 265,203 farms. Pennsylvania, which ranks fifth, has an area of 45,215 square miles and reported for 209,697 farms. New York, which occupies seventh place on the list, has a total area of 49,220 square miles and reported for 206,389 farms. Massachusetts, which is No. 21 on the list and which has always been credited with being the chief center for the production and consumption of the highest grade of poultry and eggs, has a total area of 8,175 square miles and reported for 30,504 farms. New Jersey, which is No. 27 on the list, one of the foremost broiler producing states in the Union, has a total area of 8,175 square miles and reported for 30,958 farms.

Estimates for 1905 are Conservative

According to the table, the state of Missouri, which occupies fourth place, is credited with a farm value for poultry and eggs of \$27,414,191.30. In the estimates made in the



MAGNITUDE OF THE POULTRY AND EGG INDUSTRY

preparation of this chapter, we credited the Missouri farmers' hens with a production during 1905 of 102,243,948 dozens of eggs. According to figures supplied by the Missouri State Labor Bureau covering the same period the state of Missouri shows shipments of 100,487,574 dozens of eggs. Making due allowance for home consumption this makes our estimate apparently a most conservative one, more particularly so since the State Labor Bureau of Missouri estimates the value of all poultry and eggs shipped during 1905 at \$37,500,706.45 as against our estimate of \$27,414,101.30 as the valuation of poultry and eggs produced in the state of Missouri during that period. The State Labor Bureau further shows a gain for the year 1905 over the year 1904 of \$5,236,989.45.

Speaking of the poultry industry in that state, the Oregon, Missouri, *Sentinel* says: "The poultry business is more profitable than any other industry of the state, as it is usually carried on as a side issue by the farmers. Not over \$6,000,000 was invested in the poultry business last year and this amount brought the investors fully 500 per cent. returns."

Allowing that these figures are reasonably accurate it certainly is remarkable evidence of the surprising magnitude of the poultry business and its increasing importance.

What the Packing Houses are Doing

As young chickens do not enter into the estimates given in the table of farm values, some figures taken from information received from our large packing houses in the west will prove interesting. Messrs. Armour & Co. controls upwards of a dozen poultry fattening establishments near the large packing centers in the middle West. At each of these fattening stations an average of about 25,000 chickens can be cared for. The chickens are bought when six weeks old and about three weeks are required for fattening, so that the birds are bought from the farmers when about a month and a half old and are marketed as a finished product when from nine weeks to two months old, which leaves them altogether outside of the statistics of agriculture.

It has been estimated that about 10,000,000 pounds of these machine-fed chickens are produced annually and that the greater proportion of them are sold for export. At a conservative valuation of 14 cents a pound, which was the average wholesale price paid for western roasting chickens in New York market during 1905, this would give a total valuation of \$1,400,000 for specially fatted poultry supplied by the establishment of Messrs. Armour & Co. alone.

Enormous Consumption of Live Poultry and Eggs in Greater New York

As an example of the great demand for live poultry the figures for New York City are most surprising. Upwards of 2,073 carloads of 16,000 pounds each were received and consumed in New York during 1905, the greater proportion, probably at least 90 per cent., being consumed by the Jewish population. This is an average of about 38 cars a week or nearly 5½ cars a day. So great is the demand during the holidays and Jewish feasts that the consumption frequently runs as high as 75 or 100 cars of live poultry weekly.

The receipts of eggs for New York City for 1905 show 3,581,631 cases or 8,954 carloads, the greater proportion of which presumably were consumed in Greater New York. Data could not be secured giving an accurate account of the dressed poultry.

Use of Incubators Influenced Growth of Industry

Speaking of the remarkable growth of the poultry industry, the chief statistician of the U. S. Department of Agriculture, in Volume V of the Census Reports for 1900, says:

"The use of incubators has exerted a very great influence in promoting the growth of the poultry industry. * * * * *

"The incubator helps the producer to overcome the difficulty of weather conditions. By its aid he can secure chicks at such times and in such numbers as he desires. To secure pullets that may furnish a good supply of eggs for the better markets of autumn and winter, it is necessary that chicks be hatched in March and April. This is often difficult if dependence be placed upon the hen, but is always practicable with the aid of incubators."

The same authority further states that "the development of modern transportation has revolutionized many branches of agriculture, and its effect upon poultry raising has been especially marked. So long as the market was restricted to the limited demands of the vicinity, there was no incentive to have a surplus beyond a certain amount, but as modern transportation opened up new markets, the raising of poultry began to grow into an important industry.

"The centers of consumption were also benefited. Formerly they were dependent upon the local supply, but with the growth of carrying facilities, their supply was augmented by large shipments from the West and Southwest.

"The development of transportation facilities promotes the selection of the very best locations for all branches of production, and gradually, in the poultry and egg industry, the areas best suited because of natural conditions are beginning to be utilized by producers. It is true, from the nature of the industry, that poultry and egg raising will always be carried on throughout the entire country, but the business will tend to centralize more and more in certain favored areas."

The exports and imports of poultry and eggs for the United States are of comparatively small importance, the total exports in 1905 amounting in value to less than four-tenths of one per cent. of the total valuation of poultry and eggs produced on our farms. In round numbers the total valuation for exports of domestic poultry and eggs for 1905 was \$1,440,000. During the same year we imported \$658,000 worth. The figures for 1900 show exports, \$1,274,000; imports, \$338,000.

Farm Value of Poultry and Eggs for the Years 1900 and 1905 in United States

State	1900*	1905*
1. Iowa	\$19,016,707	\$31,250,071.53
2. Illinois	20,250,000	29,522,408.70
3. Ohio	19,127,778	28,803,678.95
4. Missouri	17,840,623	27,414,101.30
5. Pennsylvania	16,231,968	23,303,666.25
6. Indiana	15,614,937	22,656,277.42
7. New York	14,791,491	22,055,107.17
8. Kansas	13,728,294	20,959,979.51
9. Texas	9,983,549	20,365,942.14
10. Michigan	10,656,407	14,305,343.36
11. Wisconsin	8,252,447	13,841,620.15
12. Minnesota	7,364,865	12,195,555.23
13. Kentucky	8,430,670	11,532,830.32
14. Nebraska	7,567,046	10,657,720.70
15. Tennessee	7,308,075	9,410,129.12
16. California	6,356,746	8,450,406.23
17. Arkansas	4,508,143	7,867,559.29
18. Mississippi	4,250,249	7,713,758.08
19. Virginia	6,581,553	7,491,697.10
20. Alabama	4,089,324	5,851,856.85
21. Massachusetts	3,979,022	5,460,686.81
22. N. Carolina	4,500,086	5,318,208.50
23. Georgia	4,097,148	5,285,941.22
24. West Virginia	3,721,427	4,772,464.18
25. S. Dakota	2,747,774	4,641,710.57
26. Louisiana	2,706,829	4,612,331.55
27. New Jersey	4,204,120	4,216,259.87
28. Maryland	3,650,172	4,179,722.43
29. Maine	2,993,693	4,174,331.61
30. Oklahoma	2,586,874	3,802,682.05
31. S. Carolina	2,465,721	3,019,213.91
32. Washington	2,107,516	2,734,573.25
33. Connecticut	2,507,526	2,664,642.80
34. Oregon	1,988,758	2,575,841.92
35. Indian Territory	1,273,262	2,444,173.02
36. Vermont	1,649,074	2,213,819.78
37. New Hampshire	1,824,399	2,172,666.39
38. N. Dakota	1,377,541	2,064,495.26
39. Colorado	1,449,514	1,593,475.14
40. Rhode Island	1,055,635	1,417,005.39
41. Florida	1,128,227	1,351,561.72
42. Delaware	1,080,792	1,264,343.10
43. Utah	687,131	873,150.76
44. Idaho	747,972	777,646.08
45. Montana	1,020,630	771,546.08
46. New Mexico	247,327	243,745.47
47. Wyoming	243,005	240,915.62
48. Arizona	278,370	234,358.52
49. Nevada	193,697	152,486.35
50. Hawaii	106,803	88,856.48
51. District of Columbia	11,972	14,012.24
52. Alaska	539	694.94
	\$280,686,429.	\$411,027,392.41

(*The figures used in this table represent the total valuation of eggs produced during the years 1899 and 1905, respectively, added to the estimated total valuation of all poultry over three months of age on farms on June 1, 1900 and June 1, 1905, respectively.

The total number of eggs produced during 1905 was 1,562,582,823 dozens, having a total valuation of \$266,800,793.54. The total number of poultry estimated on farms June 1, 1905, was 321,355,293, with a valuation of \$144,136,598.87.)

The Cyphers Information Bureau

For the Benefit of Customers and Friends the World Around. Four Departments, in Charge of Competent Specialists; Correspondence in Spanish, German, French, Italian and Russian; also a Registration Department.

For the benefit of its customers, present and prospective, the Cyphers Incubator Company has established a Bureau of Information, in charge of men who are foremost specialists in their respective lines of work. To facilitate the work there are four departments, as follows :

ARTIFICIAL INCUBATING AND BROODING. PRACTICAL POULTRY KEEPING IN ALL BRANCHES. STANDARD OR EXHIBITION POULTRY. CARE AND MANAGEMENT OF POULTRY, including the PREVENTION and CURE of DISEASES.

The services of these specialists, as correspondents and as advisers, are hereby placed at the command of the customers and friends of the Cyphers Incubator Company, both at home and abroad. It is their business, and will be their pleasure, to answer questions that are asked in good part for a practical purpose, and to offer suggestions and advice; in short, to be of help in any way they can that is consistent with their position and duties. Feel free to write us at any time, making your wants known, and depend on a prompt and courteous reply. Correspondence conducted in Spanish, German, French, Italian and Russian where it will be an accommodation.

Registration Department for Poultrymen

In order to extend the usefulness of our Bureau of Information, we have established a registration department, through which those seeking competent managers or assistants, and those open to engagement as such, can be brought into communication. Our method of conducting this department will be to give to anyone calling for it a complete list of all available parties who are registered with us; they can then open correspondence and arrange details between themselves.

Applicants for positions need not go into details with us as to qualifications; all that is necessary is for them to state name and address, what kind of a position they are competent to fill, and agree to notify us as soon as they accept any position. We also request employers to notify us when and whom they employ from those whose names we furnish them, so that we may drop them from the list of available men.

We make no charge whatever for this service. We have in the past missed many opportunities for bringing anxious employers and competent managers together, through inability to call up names and locations quickly at the time, and for this reason we have established the above system. We hope our friends will avail themselves of it.

Address: Information Bureau, Cyphers Incubator Company, Buffalo, N. Y., U. S. A.



CYPHERS COMPANY BROODERS

Style A Colony—Outdoor

Self-Regulating Colony—Outdoor

Storm King Colony—Outdoor

Hygienic—Improved Indoor

CYPHERS COMPANY BROODERS for 1907 are made with the same fidelity to our customers' interests as are the latest-pattern Standard Cyphers Incubators. Three years ago, when the management of the affairs of the Cyphers Incubator Company passed into the hands of the present officers and board of directors, it was decided to do all within our power to perfect the type of incubators manufactured by this company and then to devote the same effort to an improvement of our brooders.

This work has been carried on, *practically without regard to expense*, during a period of three years, at our factory, in our experimental rooms and on the Cyphers Company Poultry Farm. Last season a few minor improvements in brooder construction were introduced, but our work and tests were not then far enough advanced to justify the claims we are now prepared to make for what we believe to be the best line of brooders invented and built to date.

Cyphers Incubator Company has abandoned all idea of catering to a demand for flimsy, low-priced brooders. This season we offer for sale no *cheaply-built brooders of any kind*. The brooders illustrated, described and priced in the following pages are all of the same high quality—without exception. They differ in shape and in size, but are *exactly alike in quality*. For less money our customers will simply get less brooder, i. e., less floor space—not poorer quality in either materials or workmanship.

For example, we furnish with each of our four styles of brooders for 1907 *identically the same* latest-improved insulated brooder stove (patent applied for); the same best-grade sun-hinge burner; the same time-tested, double-dome heating system (exclusive Cyphers Company design); the same trade-mark thermometer; the same sun-proof, water-tight roofing materials, and each brooder, of every size and style, is constructed of the same quality of lumber, of the same heavy grade of metals, is provided with locked corners and is built by the same workmen under the same close supervision.

For the first time in the history of the company we are distinctly proud of our line of brooders and willingly *guarantee them to the same full extent* that we do our incubators. These brooders are fit companions for "the world's best hatchers" and we offer them to our customers—to the best friends of the company—without hesitancy, as being *the best devices for the purpose* manufactured to date.

Attention is called to the numerous illustrations of our 1907 brooders published in the following pages. These illustrations, *made from photographs*, go a long way toward telling the

CYPHERS COMPANY BROODERS—GUARANTY

whole story. Little explanation will be needed in addition to these pictures for the information of experienced users of brooders, but we describe each brooder in detail for the instruction of poultry keepers who are not familiar with the essentials of successful brooding devices.

We desire to have it clearly understood that these 1907 Cyphers Company Brooders *are not an experiment*—that they are in no sense a radical departure from the tens of thousands of brooders we have made and sold during the decade this company has been in business. On the contrary, they *embody the same time-tried principles* as our previous styles, but are better made, out of better materials, and we have added every helpful device that three years of experimenting has proved to be valuable and trustworthy.

During the last nine years the Style A type of Cyphers Company Brooder has been the best artificial device in existence for raising chicks. Its simplicity, safety in operation, economy of fuel and convenience in use have won for it first place in practically every civilized country on the globe and under the most trying conditions. *It is on this Style A Brooder that we have patterned all our brooders for 1907* and we know, therefore, that they are what we represent them to be and will do the work claimed for them, *HENCE OUR GUARANTY*—the first guaranty this company has ever placed on brooders.

Respectfully,

Buffalo, N. Y., November 1, 1906.

CYPHERS INCUBATOR COMPANY.



CYPHERS BROODER GUARANTY

Each 1907-pattern brooder manufactured and sold by this company, or our authorized agents, is guaranteed to be exactly as represented in all particulars; to be a well built, durable and practical brooding device that will do the work claimed for it; otherwise it can be returned at any time, within ninety days of the date of purchase, and, if in good condition, less reasonable wear, we will immediately refund the price paid for same. "Every Cyphers Customer a Cyphers Company Friend" is our business aim, and if any person buys a defective article from us we want the privilege of replacing it with a perfect one.

Respectfully,

CYPHERS INCUBATOR COMPANY.

Buffalo, N. Y., November 1, 1906.

Style A, Three-Apartment Combination Outdoor Brooder and Colony House

Changed in Shape and Enlarged in Size, but the Same in Principles of Construction as Our Former Design. Adopted as the Standard Type for All 1907-Pattern Cyphers Outdoor Brooders

WE illustrate and describe this brooder first, *because it is Standard*; because tens of thousands of our Style A Brooders have been built and sold by us during the period Cyphers Incubator Company has been in business; because it is both *popular in use* and *popular in price*—the greatest value for the money to be found in any brooder on the market, barring none.

Readers of our annual catalogues and owners of Cyphers Style A Brooders of previous design will observe at once that this, our most popular make of brooder, has been changed in shape and enlarged in size. The change in shape was made to accomplish the following results:

First, to strengthen the construction and thus prolong the lifetime of the brooder.

Second, to give more light in both chambers, especially in the sun parlor or exercising room.

Third, to facilitate cleaning out both the exercising and hover chambers without lifting the lids (the double roof), which would allow heat to escape and stormy weather to enter.

Fourth, to make it more convenient to feed and water the chicks in the exercising room, by doing this work without raising the lid or roof.

Fifth, to simplify the means of ventilation by use of a double-frame door in the exercising room, equipped with a vermin-proof wire screen, fastened securely to the inner door.

Sixth, to enable the caretaker to attend to the brooder at all times, both in feeding the chicks and in cleaning every part of the hover and exercising chambers, also to fill and trim the lamp, without raising either lid or being subjected to dripping rain water or melting snow from either slope of the roof.

Big Value for the Money

The 1907-Pattern Style A Colony Brooder looks like big value for the price asked for it, and it is. It is longer, of greater height and heavier than the older pattern. It is heavier because there is more of it. It is made of better materials, is better built

and possesses improvements and advantages that cannot fail to recommend themselves to discriminating purchasers. We are pleased to describe these improvements and advantages as briefly as is consistent with a proper understanding of their value.

DIMENSIONS: Length, 6 feet; width, 3 feet; height to ridge of roof, 28 inches; height to eaves, 22 inches, diameter of outer frame of door for cleaning out exercising room, 13 x 29 inches; size of ventilating door to exercising chamber, 9 x 24 inches; size of chick door, 6 x 8 inches; size of door for cleaning out hover chamber, 9 x 24 inches; size of all windows, 5 x 21 inches; size of lamp door, which serves as exit when brooder is used as a colony coop, 8 x 9 inches; diameter of chick hover, 24 inches; height of hover, lowered, 6 inches; elevated, 8½ inches.

CASE AND CONSTRUCTION: Attention is called to Figs. 1, 2, 3, 4 and 5. These illustrations, made from photographs, show an outdoor home for little chicks that is as near *weather-proof and neglect-proof* as can be built and sold at a popular price. They represent a brooding device that during the last nine years has been sold by us to the number of tens of thousands; that has been used by our customers in the cold northern states and throughout Canada during months of the year—February, March and April—when the thermometer frequently drops below zero, and newly-hatched chicks entrusted to its care have done well in it—have not only lived in comfort, but have grown steadily to a profitable

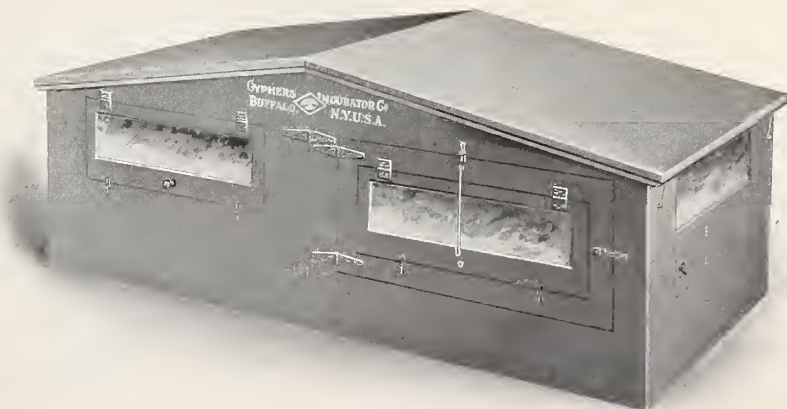


Fig. 1.—Photographic View of Cyphers Style A Colony Outdoor Brooder, 1907-Pattern, "Closed for the Night." Shows changed shape and enlarged size, as compared with previous design.

STYLE A OUTDOOR BROODER AND COLONY HOUSE

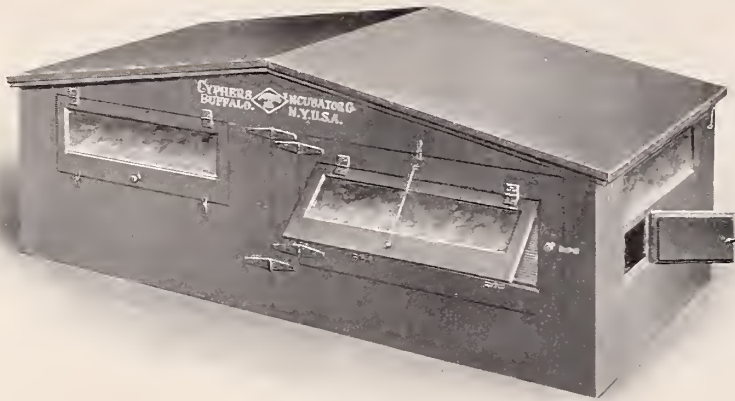


Fig. 2.—From Photograph, showing Cyphers Style A. Three-Apartment Outdoor Brooder and Colony House Ready to Receive Chicks in Moderate Weather. Note Double-Door Method of Ventilation of Sun Parlor, or Exercising and Feeding Room.

maturity. We ask all intending purchasers to bear in mind when considering what make or style of brooder to buy, that the vital test of a device of this kind is—will it protect the chicks and keep them warm and healthy *during the coldest weather* to which they will be subjected while confined in it? It is blizzard weather, therefore, that tests a device of this kind, and we refer readers of these lines to the many sample testimonials published in our annual catalogues and other printed matter for convincing proof of the ability of *this type of brooder* to do the work required of it under severe conditions.

Fig. 1 shows the improved and enlarged Cyphers Style A Brooder closed for the night. Fig. 2 shows brooder ready to receive chicks in moderate weather. Figs. 3 and 4 present front and rear views, respectively, with the double-lid roof raised in each case, showing in Fig. 3 the well-lighted sun parlor or exercising room, as well as the interior construction of this apartment, and, in Fig. 4, the brooding or hover chamber, with the hover and thermometer in position and the safety insulated brooder stove withdrawn; also the automatic, cold-weather ventilating system of this brooder. Observe in Fig. 3 the ventilating door for mild weather use, and the wire-protected inner

door, which makes this brooder *vermin-proof at night time*, yet furnishes ample ventilation. Note in Fig. 4 that the thermometer is on a level with the glass door to the hover apartment, hence can be observed through the double glass of this door without raising the lid or opening the door—which would allow valuable heat to escape, and cold, rain or snow to enter.

Fig. 5 shows Cyphers Style A Brooder *open for cleaning*—both cham-

bers—without raising the lid or double roof and thereby exposing the interior of the brooder to stormy weather. Either apartment can be cleaned separately, the chicks meantime being confined in the other apartment, by closing the hinged runway between the two chambers.

Quality of Lumber Used

The case and partitions of the Cyphers Style A Brooders, 1907-Pattern, are made of well-seasoned, selected $\frac{3}{4}$ -inch thick Michigan white pine, which retails in small lots at \$32 to \$35 per one thousand feet

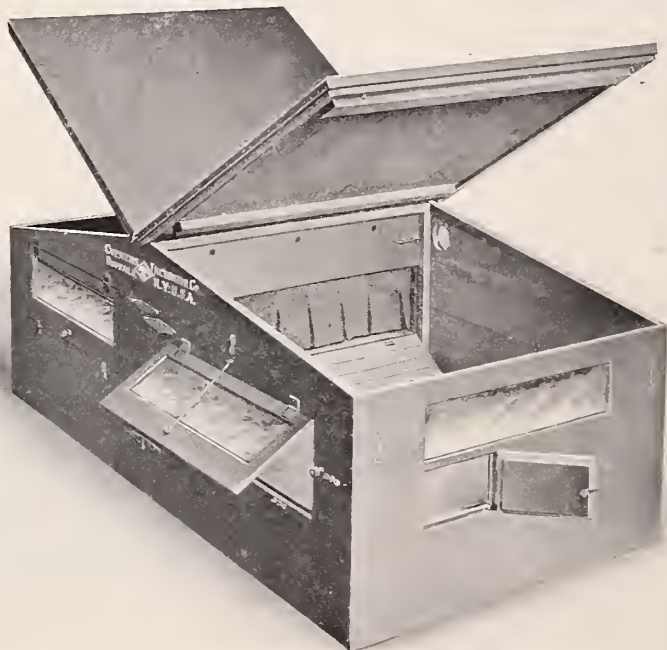


Fig. 3.—Photographic View of Cyphers Style A Colony Outdoor Brooder, 1907-Pattern, with Double-Lid Roof Raised to Show the Well-Lighted Sun Parlor, or Exercising Chamber; the New Method of Warm-Weather Ventilation (note hooked-up Glass-Panel Door with Wire Screen Back of it); also the Curtain and Inclined Chick Runway Connecting the Exercising Chamber and the Brooding or Hover Chamber to the Rear.

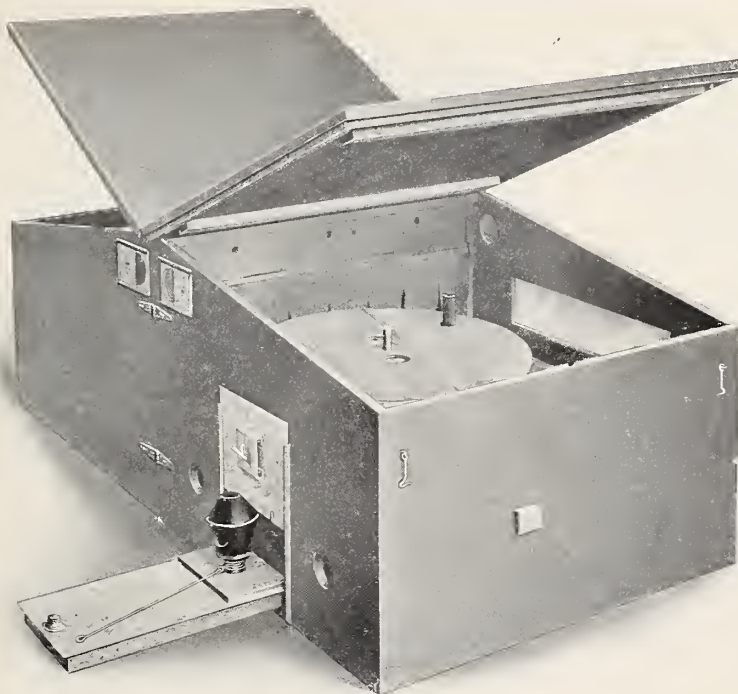


Fig. 4.—Photographic View of Cyphers Style A Colony Outdoor Brooder, 1907-Pattern, showing the Brooding or Hover Chamber; the Circular Elevating Hover; the Thermometer in place in Hover facing the Glass-Panel Door; the Metal Door to the Brooder Stove Chamber partly raised; the Insulated Safety Brooder Stove partly withdrawn, showing how it slides into place, and the various openings which form part of Cold-Weather System of Self-Ventilation.

in central sections of the United States. This price will give readers a correct idea of the quality of lumber we use in our 1907 outdoor brooders.

PANEL CONSTRUCTION: The fronts, ends and backs of all Cyphers Outdoor Brooders for 1907 are built in panels, like well-constructed incubators. In place of being cheaply thrown together and fastened with cleats, these panels are built of selected, tongued and grooved pieces, tenoned and mortised at the ends and securely glued and nailed together, making air-tight joints, thus confining the heat and excluding the cold.

New Method of Roof Construction

ROOF AND ROOFING MATERIALS: The roofs of all Cyphers Outdoor Brooders, 1907-pattern, are made of $\frac{7}{8}$ -inch tongued and grooved white pine. Each roof section is covered, first, with Cyphers Red-Rope Roofing Paper, used for insulating purposes; second, with a special heavy-weight, waterproof duck—the same material, of the same weight and quality that is used for covering the roofs of

sleeping cars and coaches. This specially-prepared heavy duck has been in use many years by manufacturers of passenger cars and has stood the test. Cyphers Incubator Company has used it, experimentally, on brooders and poultry houses during the last seven years and it has stood the test.

We were led to adopt this material for the roofs of all our latest-pattern outdoor brooders for several reasons: First, because tin, like other sheet metal, furnishes poor insulation, it neither keeps the heat in nor the cold out. In summer weather a tin-roofed brooder, unless protected from the direct rays of the sun, becomes dangerously hot on the interior. Second, a tin roof sometimes pulls apart, under extreme changes of heat and cold, on account of the expansion and contraction of the woodwork of the roof, to which it is securely fastened.

We have had this happen in many cases, despite our use of the best solder to be bought and of the best mineral roofing paint on the market. Third, a mere scratch on the tin roof of a brooder means either fresh paint or a rust hole and a leaky brooder. This fact has been the source of numerous complaints received by brooder manufacturers who use tin roofing material and ship these brooders set-up and not crated, thus exposing the painted tin roofs to scratches and mars while in transportation.

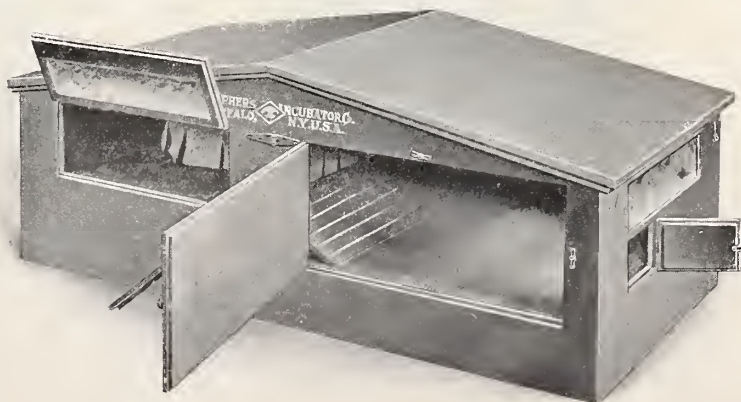


Fig. 5.—Photographic View of Cyphers Style A Colony Outdoor Brooder, 1907-Pattern, showing Double Door to Exercising Chamber and Glass-Panel Door to Brooding Chamber open for Cleaning all Parts of Interior of Brooder without raising either section of the Roof.

STYLE A OUTDOOR BROODER AND COLONY HOUSE

WATERPROOF, COOL, DURABLE: We warrant the new Cyphers Brooder roofing material for five years and believe it will last fifteen to twenty years, if freshly painted every third or fourth season and placed under shelter, in a dry place, when not in use. The insulation used by us is the time-tested Red-Rope Roofing Paper—a tough-fiber, heavy paper of best grade, made expressly for this purpose. The Red-Rope paper is nailed securely to the $\frac{3}{4}$ -inch-thick, tongued and grooved roof boards; over this, and lapped under the edges of the roof where all loose ends are held in position by wooden weather strips, is placed the waterproofed duck, which gives a perfectly *smooth and seamless surface* to the entire roof. This heavy duck (four times heavier and thicker than ordinary tent canvas) is first treated with waterproof filler, which closes the small pores of the tightly-woven fabric, and is then covered with a heavy coat of mineral paint. Such a roof is not only warm, preventing heat from escaping and the cold, outside air from penetrating the interior, but is water-tight, and guaranteed to remain so, with proper care, for a term of five years. This roof *costs more than tin*, but is much better; otherwise we would have retained the metal roof. "Metal roof" sounds good, but long experience has shown that it has serious disadvantages for use on outdoor brooders.

DOORS AND WINDOWS: All doors in the Cyphers Company Outdoor Brooders, 1907-pattern,



Fig 6.—From Photograph, showing Improved Style A Outdoor Brooder, 1907-Pattern, in Knock-Down Shape, Crated and Ready for Shipment at Lowest Freight Rate Obtainable on Brooders. Brooders That Must be Shipped "Set-Up" are Light in Weight in Proportion to Bulk, Hence Take a High Rate of Freight. All Cyphers Company Brooders, 1907-Pattern, are Shipped Knock-Down, Make Compact Packages and Thus Secure Much Lower Freight Rates Than can be Obtained on Brooders Shipped Set-Up.

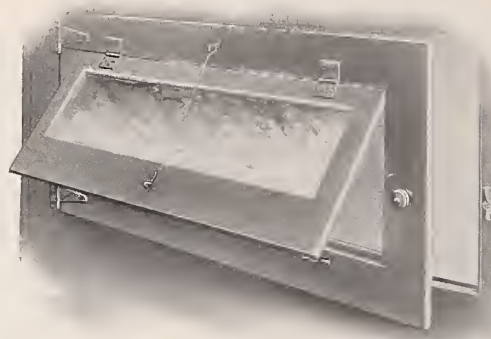


Fig. 7.—From Photograph, showing Construction of Double-Frame Door Used on all Styles and Sizes of Cyphers Outdoor Brooders. Provides for Warm-Weather Ventilation; Prevents Rain Beating in; Protects Chicks from Cats, Rats, etc., and Facilitates Cleaning Interior of Brooders.

are mortised, tenoned, glued and nailed together, in a workmanlike manner. They are as well built, in fact, as are incubator doors. Every one of these doors is rabbited, thus avoiding open cracks to let in the weather and allow heat to escape in volume, and is made to fit as snugly as it is practical to make doors that are to be subjected to widely-varying weather conditions. The doors to all brooding, or hover apartments (including the Storm King inner door), are supplied with double glass, with an airspace between, and the doors to the exercising apartments are so constructed that operators can put in an extra glass, if they so desire, for special protection, in far northern latitudes.

PEARLED-WIRE SCREEN: Attention is called to Fig. 7, which shows the form of double-frame door used for the sun parlor or exercising chamber of the Style A and Self-Regulating Colony Outdoor Brooders, 1907-pattern; also on the Storm King Brooder, 1907-pattern. The inner door, containing the 5 x 21 inch glass panel, opens upward for ventilating purposes, and is held in position by a heavy wire hook. The length of this hook is such that it holds the glass-panel door at the right slant to prevent rain from beating into the brooder. To the inside of the outer frame, i. e., to the 13 x 29 inch door frame that opens to the left, pearled-wire screen is fastened securely. Pearled wire is superior in two respects to the ordinary, cheap fly screen: First, it is galvanized instead of being painted, hence will not corrode for several years; second, it costs two and one-half times more than the wire screen in common use and will last much longer.

By the use of these double-frame doors to the exercising chamber we secure several advantages, including the following: a large door opening to one side, out of the way for cleaning purposes; a door, the bottom of which is on a level with the floor of the exercising room, which facilitates cleaning; a convenient means for obtaining ample ventilation, while at the same time preventing cats, rats and other

enemies of chicks from gaining access to the brooder; a protection against rain beating in when the inner door is hooked open for purposes of ventilation.

TRIANGLE CORNER JOINTS: Fig. 8 illustrates two valuable features found in all Cyphers Company Outdoor Brooders, 1907-pattern—the triangle corner joints and eccentric metal fasteners. The triangle corner joint, made by special machinery, will be understood on examining the illustration. Unlike a tongued and grooved joint, this triangle joint allows for swelling and shrinking of the wood, under changing atmospheric conditions, and still insures a tight joint. If the groove swells or shrinks the triangular-shaped tongue simply extends into the groove a less or greater distance, at all times making a tight joint. Repeated tests have demonstrated that no other form of joint will give equally satisfactory results in brooders that, in order to obtain lowest freight rates for our customers, are to be shipped knock-down.

ECCENTRIC METAL FASTENERS: The triangle corner joint would be incomplete, however, without the use of the eccentric metal fasteners, also shown in Fig. 8. This simple but effective device (patent applied for) works on the eccentric principle and has a tightening "pull," or movement, of one-fourth of an inch. As the hook is turned over and pushed into place, locking the corner of the brooder, it has a leverage of one-fourth of an inch, by which means the sides and ends of the panels of the brooder are pulled tightly together, thereby closing the triangle joint, no matter whether the woodwork is bone dry or has been exposed to rainy weather, and thus insuring tight joints—something that cannot be accomplished by the use of ordinary hooks. *Each of the four corners of all*

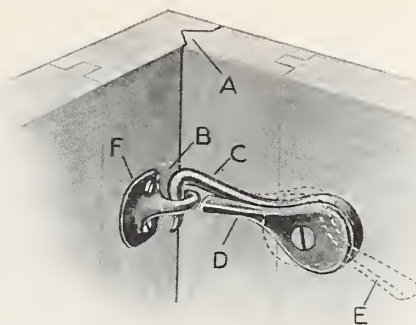


Fig. 8.—From Photograph, showing Triangle Corner Joint used in the Construction of all Styles and Sizes of Cyphers Outdoor Brooders, 1907-Pattern; also Eccentric Metal Fasteners (Patent Applied for) used on these Brooders to Draw the Ends of Front, Back and End Panels into Place, to Lock them in Position and thus Provide Close-fitting Corner Joints.

Cyphers Company Outdoor Brooders, 1907-pattern, are supplied with two of these eccentric fasteners, one at the top and one at the bottom, *which render easy the setting up of these brooders*, besides insuring closely-fitting, weather-tight corners.

NO NAILS OR SCREWS: All Cyphers Company Brooders, 1907-pattern, are built so they can be shipped knock-down, compactly crated (see Figs. 6 and 24), thus insuring much lower freight rates to all points. In setting up these brooders *no tools are required, nor is there a nail to be driven or a screw to be put in place—NOT ONE.* In this respect, as in several others—including the panel and door construction—these brooders are triumphs of mechanical skill. An empty pair of hands *is all that is required* to set up any one of them, and a woman can set them up readily without mistake or difficulty. With each brooder we furnish an illustrated circular of directions for setting it up, also telling how to operate our brooders successfully.

CYPHERS HEATING SYSTEM: Special attention is called to Fig. 10, which shows an instructive view of the heating system *used in all Cyphers Brooders, 1907-pattern.* The note underneath this illustration explains how these brooders are heated and the method by which *fresh, warmed air* is introduced *automatically.* In the illustration (Fig. 10) the metal ceiling of the brooder stove chamber, enclosed in the heavy wooden frame (letter g), occupies its correct *relative position*, but in this picture the floor of the brooding chamber is raised eight or nine inches and held in position by two pieces of stiff wire, in order to show to advantage the construction of all parts of the heating system. The ceiling of the stove chamber consists of a *solid sheet of heavy galvanized iron*, the edges of which are inserted into a deep saw kerf cut into *each of the four sides* of the $\frac{7}{8}$ -inch-thick wooden frame. This saw kerf is made the thickness of the metal, hence the

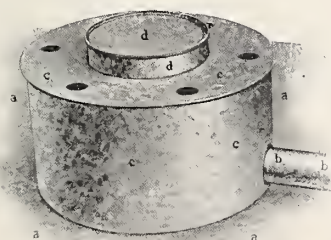


Fig. 9.—From Photograph, showing Double Heat Dome, Part of Exclusive Cyphers Heating System used in all styles and sizes of Cyphers Brooders, 1907-Pattern. A, a, a, is solid sheet-metal (heavy galvanized iron) ceiling to brooder stove chamber; b, b, is fresh-air pipe, leading from outside air into perforated heat dome; c, c, c, c, perforated, confining heat dome where heat radiated from walls of radiating dome is retained until mixture takes place between it and the fresh outside air entering this dome through the fresh-air pipe; d, d, air-tight radiating dome. These two domes convey 90 to 95 per cent. of all warmed air to a point, under the hover, above the heads and backs of the chicks. The perforated drum not only retains or checks back the cold, fresh-air entering from outside the brooder, through pipe b, b, but also provides for an equal distribution of this air through the perforations, to all points underneath the circular hover.

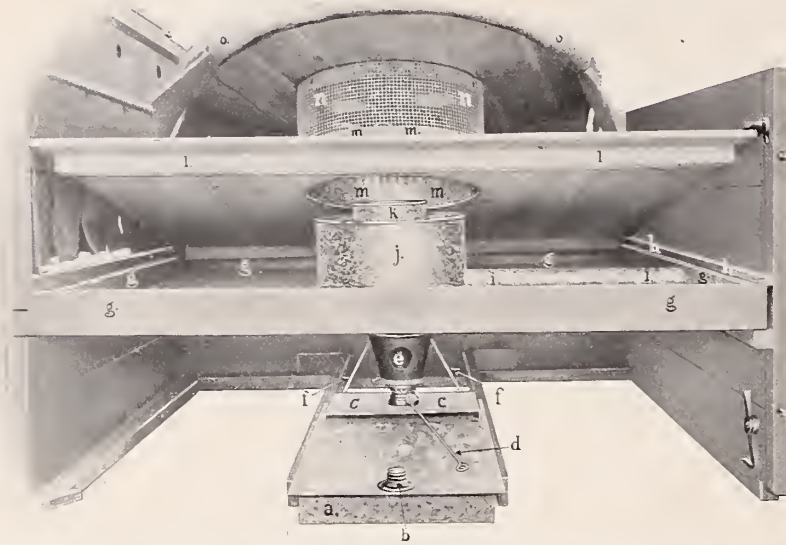


Fig. 10.—From photograph, showing exclusive Cyphers System of Heating all styles of Cyphers Brooders, 1907-pattern: a, reservoir of Insulated Brooder Stove holding one gallon of oil; b, screw-cap, top opening for filling oil reservoir; c, insulating plate with cold-air space between it and wick bowl end of oil reservoir; d, stiff wire attached to wick shaft for raising and lowering wick without withdrawing stove from proper position underneath brooder; e, insinglass in metallic chimney; f, f, metal brace that holds in position the galvanized ceiling to the brooder stove chamber; g, g, g, g, g, heavy wooden frame into which (in deep saw kerfs) is fitted the solid galvanized-iron sheet which forms the fume-tight ceiling of the brooder stove chamber; h, h, one of the extra cleats used above upper edges of frame of solid metal ceiling; i, i, fresh-air pipe leading from outside of brooder into the perforated retaining drum where fresh air is heated uniformly before it is discharged under the hover above the heads and backs of the chicks; j, exterior of perforated heat drum which encloses the air-tight radiating heat drum and is supplied with fresh air through the fresh-air pipe; k, air-tight radiating heat drum into which passes the concentrated heat from open top of the metallic chimney of the brooder stove, from which it radiates into the larger, perforated dome (see also Fig. 9) where it is partially confined until it mixes with and warms the pure, fresh air that enters through the fresh-air pipe; l, l, floor of brooding chamber raised several inches to show double heat drums, etc. A cool-air space two inches in depth exists between the metal ceiling to the brooder stove chamber and this wooden floor to the brooding chamber, with the desirable result that this floor is kept moderately warm (never more than this), especially near the chick guard, or under the hover; m, m, m, m, metal guard which directs the heat upward above the level of the backs of the chicks, prevents the sand and litter from working down into the air-space between the wooden floor of the brooding chamber and the metal ceiling of the brooder stove chamber and receives the circular chick guard and holds it securely in place; n, n, heavy-wire, circular chick guard with wooden top that prevents chicks coming in contact with the perforated heat dome which, together with air-tight radiating heat dome, extend three and one-fourth inches above the level of the brooding chamber floor, thus carrying the heat to a point above the backs of the chicks, most of which heat goes directly upward until it strikes the wooden hover, whence it works gradually downward, filling the space beneath the hover and slowly finding its way out underneath the heavy-woolen felt curtain which encircles the hover—see letters, o, o. Two ventilating holes, each three inches in diameter, are located in the top of the chick guard, also in the wooden hover, so that by turning the movable hover, one way or the other, these sets of openings come above one another, thus furnishing extra outlets for the heat underneath the hover when a surplus exists.

metal *fits tightly into it*, which prevents fumes from the stove finding their way into the brooding chamber. All fumes from the stove chamber pass directly *outside the brooder* into the open air. Tightly-fitting cleats are nailed *above the edges of the frame* of the metal ceiling of the stove chamber (see h, h, Fig. 10), thus making doubly sure that no gases from the stove, nor fumes from the stove bowl, can get into the brooding chamber.

One object of this illustration (Fig. 10) is to show that a properly constructed and successful outdoor brooder is not merely a wooden box, with an inverted tomato can inside, heated by a cheap tin lamp. A considerable sum of money must be put into the materials *necessary to build a properly constructed, trustworthy outdoor brooder*, and the cost of

labor, even when the parts are made in thousand lots, as is the case in our factory, is a large item. It would be impossible to buy materials for one brooder at a time and build singly any brooder we make, *for the price we charge*—of this fact the reader may rest assured. In such case *the materials alone would cost more* than we receive for the brooder complete. All metals used in the construction of these brooders are of heavy weight and superior quality. These metal parts will last many years, in fact are practically indestructible, if properly cared for.

New Type of Safety Brooder Stove

(Patent Applied For.)

The best thing this company has accomplished in brooder construction during the last three years is the invention of the new-principle, *INSULATED BROODER STOVE*, which is shown to good advantage in Fig. 11. We furnish this brooder stove with *every brooder*

now manufactured by this company. Letters patent have been applied for, covering its interior construction and exterior design. Among its good features are the following:

First, its capacity. It holds more than a gallon of oil, hence will burn forty-eight hours—two whole days—in cold weather, without refilling, and three to six days during warm weather, depending on the outside temperature.

Second, it can be filled at any time *without moving* it from its *proper position* under the brooder; also *without extinguishing* or interfering with the flame, and this can be done in *perfect safety*.

Third, on account of the interior construction of this stove the oil is fed from the gallon reservoir into a *small wick bowl* located directly beneath the

burner, *only as fast as it is drawn up by the wick*, thus supplying cool oil to the wick chamber, thereby removing the possibility of explosion.

Fourth, 95 to 96 per cent. of the supply of oil in the gallon oil reservoir is retained in this reservoir at all times, where it is kept cool, for the reason that this oil reservoir (the long, flat bowl) *extends outward* from beneath the heat dome of the brooder, beyond the outside wall of each brooder, into the open air, thus insuring the contents being kept cool at all times; furthermore, the bottom of the oil reservoir, along its full length, *is exposed to the ground* on which the brooder stands and is in close proximity to it, thus further insuring cool oil at all times.

Fifth, the oil bowl of this safety brooder stove has a *seamless bottom*, thereby avoiding the possibility of leaks through imperfect soldering.

Sixth, this stove is supplied with a chimney, the use of which prevents the smoking that results from drafts of air coming in contact with a lamp or stove flame that is not protected by a chimney.

Seventh, the shape of the metal chimney is such that it *deflects the heat* which radiates or banks downward from the heat dome and directs it *away from the vicinity* of the burner and wick bowl.

Eighth, the special insulation, consisting of a raised sheet of metal covering the burner or wick bowl end of the stove, with a one-third inch *cool-air space* underneath, between the flame and this end of the oil bowl, which supplies a further element of safety.

CONVENIENCE IN USE: The metal chimney supplied with this brooder stove contains an aperture, covered with isinglass, through which the flame is observable. To the wick shaft a long, wire wick-turner is attached, by which the flame can be turned up or down without withdrawing the stove from its position underneath the brooder, thereby exposing the lamp flame to wind and weather. In Fig. 11 the sliding door to the brooder stove chamber—made of metal—is shown in an upright position, as though it were a permanent part of the brooder stove. Such is not the case. This metal door is separate from the brooder stove and is for use in closing the brooder stove opening when these brooders are converted into colony houses or roosting coops, and the lamp is removed, with the other interior parts.

It will be seen by a close scrutiny of Fig. 11 that a baffle plate, used for covering the warm-air outlet to the brooder stove chamber, is attached to this sliding door. This raised plate serves conveniently as a handle with which to raise and lower the door. To this plate is attached the metal frame that contains a small mirror which can readily be adjusted at an angle that permits the operator of the brooder to view the flame of the stove, through the isinglass-covered aperture in the chimney, without stooping to an uncomfortable position, without getting down

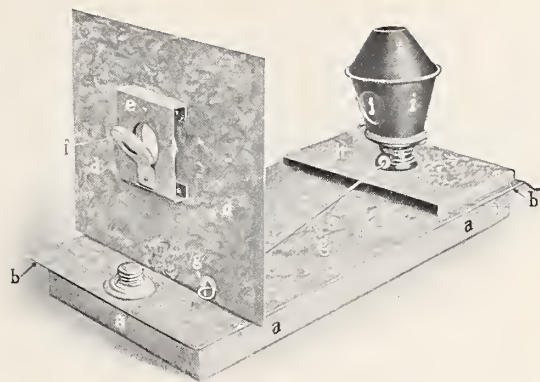


Fig. 11.—From Photograph, showing Latest-Improved Insulated Brooder Stove (patent applied for) furnished complete with all styles and sizes of Cyphers Outdoor and Indoor Brooders, 1907-pattern; a, a, a, seamless-bottom oil reservoir, capacity, one gallon; b, b, lapped extensions or shoulders on which stove slides into position; c, screw-cap opening located outside of brooder wall for convenience in filling oil reservoir; d, d, metal door which closes opening to brooder stove chamber in wall of brooder; e, baffle plate that covers large, circular fumes-vent opening out of brooder stove chamber and also serves as a handle to raise and lower the slide door to which it is attached—smaller round hole in baffle plate is covered with isinglass; f, metal holder containing mirror in which flame of stove may be seen while operator of brooder is standing in upright position; g, g, stiff-wire wick-turner attached to wick shaft on burner by which flame is raised and lowered without withdrawing stove from its position under brooder; h, h, insulating plate with cold-air space underneath, open at front and back; i, i, metallic chimney, the shape of which protects the flame at all heights from currents of air or drafts, concentrates the heat produced by the flame and deflects heat that is radiated downward, directing it away from the vicinity of the burner; j, sight-hole in chimney, covered with removable isinglass, through which flame is observable.

on his knees and without withdrawing the stove from its proper position underneath the brooder, thereby exposing the flame to the wind.

In other words, operators of Cyphers Outdoor Brooders, 1907-pattern, will not find it necessary, nor advisable, to get down on their knees to see the flame, to adjust the wick or to fill the stove with oil. Note, please, that the screw-cap for filling this stove is located *outside of the brooder*, and that it remains *outside*, within convenient reach, at all times. No other brooder stove has this advantage. Here is found an improvement not only of great convenience but of *extraordinary safety*. We consider that the *exclusive use* of this type of brooder stove renders the Cyphers Company Brooders for 1907 the best devices in existence for the purpose, *because they are the safest and most convenient*. As evidence of the high value we place on this stove we have discarded the use of brooder lamps, so-called, and have adopted this improved type of safety stove for heating all brooders now manufactured by us, including the Storm King Outdoor and Hygienic Indoor Brooders—doing so, *notwithstanding the greater cost*, because an ample and uniform supply of heat is essential to the welfare of little chicks that are entrusted to brooders during severe weather conditions.

Price of Cyphers Insulated Brooder Stove, if ordered separately, with directions for using in old-pattern Style A or Storm King Brooders, each, \$1.50.

STYLE A OUTDOOR BROODER AND COLONY HOUSE

ADJUSTABLE HOVERS: The chick hovers, furnished with all Style A and Storm King Brooders, 1907-pattern, are 24 inches in diameter, and adjustable, that is, they can be raised $2\frac{1}{2}$ inches (from 6 inches to $8\frac{1}{2}$ inches) as shown in Fig. 12. The thermometers in all Cyphers Outdoor Brooders are of such design, and so located, that they can be read by looking through the glass door of the brooding chamber, without raising the cover or opening the door to this chamber, and thereby allowing heat to escape and cold air to enter.

WIND SHIELDS: With every Cyphers Outdoor Brooder, 1907-pattern, is furnished a galvanized-iron wind shield, as shown in Fig. 14. This shield prevents the wind from blowing in through the chick exit door *directly upon the chicks* that have remained in the exercising chamber, or to blow directly into the brooding chamber, where it is desirable to maintain a high temperature, free from drafts, for use of the chicks when they re-enter the brooder to get warm. Measured by its cost this wind shield is only a small addition to our outdoor brooders, but in use it will be found to possess special value on cold, windy days, during the hours that the chicks are let out for fresh air and exercise.

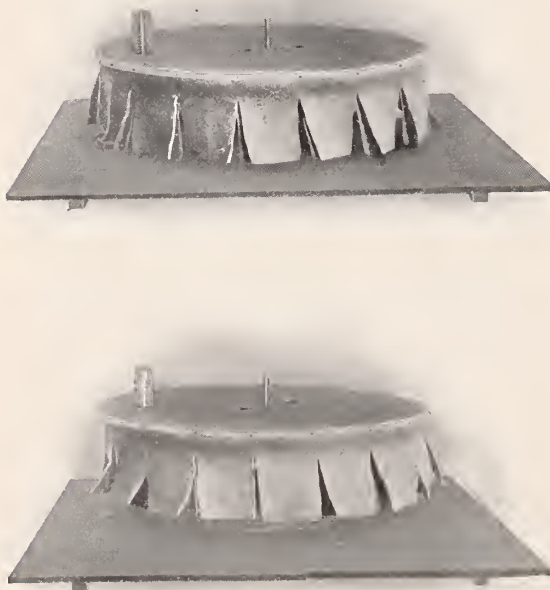


Fig. 12.—Photographic Views of Adjustable Hover and Removable Floor of Hover Chamber. Upper View Shows Hover Lowered for Newly-Hatched Chicks; Lower View, Hover Raised to Meet Needs of Larger Chicks.

CHICK DOOR FASTENER: Another finishing touch supplied on all Cyphers Outdoor Brooders, 1907-pattern, is the iron latch shown in Fig. 15.

This latch can be operated outside the brooder, or from the inside, as the user prefers. If a chick shelter or other enclosure is located at the chick exit end of a Cyphers Outdoor Brooder the operator will find it convenient to open and close the chick door by reaching through the large double door to the exercising chamber. The double-service latch enables him to do this at will.

EASE OF CLEANING: Attention is called to Figs. 5, 18 and 34 which illustrate the ease with which all styles of Cyphers Outdoor Brooders, 1907-pattern, can be thoroughly cleaned. This applies to both the exercising chamber and the brooding chamber, and to all parts of each. The floor of the exercising chamber is removable *without loosening a hook or fastener of any kind* and therefore can be taken out, scraped, scrubbed, disinfected and aired. The hover and chick guard, located in the brooding chamber, can be removed through the glass-panel door of this chamber without raising the cover or roof, and all litter scraped out and the floor cleaned. This floor also is removable.

In the Style A Colony and Self-Regulating Colony types of Cyphers Outdoor Brooders, equipped as they are with brooding chambers and sun parlors, or exercising rooms, the chicks, if confined in the brooders, may be driven into one or the other of these apartments and the partition door—which forms the chick runway between the two apartments—can be closed, thus confining the chicks in one chamber while the other is being cleaned.

WELL-LIGHTED BROODERS: This new type of Style A Brooder is better lighted than was the older type—see Figs. 2, 16 and 32. A valid objection to many brooders on the market is that they do not supply enough light. The sun parlor, or exercising room, of the Style A, 1907-pattern, is lighted by two, extra large panes of good quality glass, each 5 x 21 inches in size, giving a total of two hundred and ten square inches of glass surface to light a chamber 3 x 3 feet in size. The result is an apartment flooded with health-giving light that is as beneficial to the chicks as it is destructive of disease germs. One-half of this amount of glass is supplied to the brooding chamber, which is sufficient for an apartment into which the chicks go to get warm and to sleep. Experienced operators will note with approval that no top light, through glass placed in the roof, is supplied to the interior of Cyphers Outdoor Brooders. Top light, through glass that admits the direct rays of the sun, is a prolific cause of overheated chicks, resulting in losses from bowel trouble.

THREE-APARTMENT BROODERS: The three-apartment principle of the popular old-type Cyphers Style A Brooder has been retained, in its entirety, in this new type and will be found embodied in our Self-Regulating Colony Outdoor Brooder. These three apartments consist of the exercising chamber, the brooding chamber outside the hover,

STYLE A OUTDOOR BROODER AND COLONY HOUSE

and the space (24 inches in diameter) underneath the felt-draped hover. This arrangement gives the chicks the advantage of a wide range of temperature, graduated from 90 to 95 degrees, under the hover, down to 70 degrees or less in the exercising apartment, depending on the severity of outside weather conditions.

BROODERS IN OPERATION: At night, during cold weather, the runway located between the brooding and exercising apartments, which serves the double purpose of runway and door, is closed, thus confining the chicks to the warm brooding chamber. During the day-time this runway is let down and the chicks may run back and forth at will, a heavy woolen curtain being provided between the two apartments, which confines most of the heat in the brooding chamber, thus giving them three different temperatures—one, the warmest, under the circular hover; another, some eight or ten degrees cooler, in the brooding chamber outside the hover; and another, still cooler by several degrees, in the exercising chamber. At any time when the weather is stormy, or it is too cold for the chicks to be out on the ground, they can be fed and watered in the exercising chamber, or sun parlor, with both safety and convenience.

USED AS COLONY HOUSES OR COOL ROOSTING COOPS: The Style A Brooder, 1907-pattern (likewise the Self-Regulating Colony and Storm King Brooders), may readily be converted into colony houses or cool roosting coops *without the use of tools, or the drawing of a nail or screw.* The hover, chick guard, floors, heating system, brooder stove and all other interior parts can be taken out at a moment's notice and the case of each brooder will remain in position, upright and rigid, the brooder stove door now doing service as an exit for the well-grown chicks, or for adult fowls. This exit is 8 x 9 inches in size, and is covered by the metal door to the brooder stove chamber, which, as before stated, is built separate from the stove bowl or oil reservoir, to serve this purpose.

OUR ILLUSTRATIONS: We respectfully urge all interested readers to *study carefully* the numerous photographic illustrations of Cyphers Company Brooders, and parts of Brooders, 1907-pattern, presented herewith. We have tried in these pictures to show the construction and many advantages of these brooders, also the quality and

quantity represented in them, because we desire that all persons who purchase Cyphers Incubators shall also buy Cyphers Company Brooders. Too often persons who invest in Standard Cyphers Incubators—and who say that they would use no other make

—seem to be indifferent about brooders and are induced, from one cause or another, to try cheaply-built, wrongly-constructed brooders, with the result that they find it impossible to raise a *satisfactory percentage* of the chicks they hatch.

Cyphers Company Brooders, as illustrated and described herewith, are built *precisely as we would build them for our own use.* This is true in every particular. They embody the principles of construction that ten years of experience, both as manufacturers and users, have taught us are the best, because they are the *safest and the*

most successful. We have used only high-priced materials in building these brooders and have equipped them with every device that experience has taught us will add to their value in practical use. We, therefore, are in a position to *guarantee them* as strongly as brooders can be guaranteed without misrepresentation, and to *urgently recommend* that all purchasers and users of Cyphers Incubators buy and use Cyphers Brooders, thus making reasonably sure of raising a *satisfactory percentage* of the chicks they have gone to the expense and trouble of hatching.

Price of Cyphers Style A Combination Outdoor Brooder and Colony House, 1907-pattern, capacity 75 to 100 Chicks, complete with Insulated Safety Brooder Stove and Trade-Mark Thermometer.....\$14.00

N. B.—For special prices of Brooders in the Far West, Northwest and Southwest, see page 94.



Fig. 13.—From Photograph, showing Wire-Protected Rat, and Weasel-Proof type of Ventilating Slide Used on all Styles and Sizes of Cyphers Outdoor Brooders, 1907-pattern.



Fig. 15.—From Photograph, showing Double Latch of Special Design that is attached to the Chick Exit Doors of all Styles and Sizes of Cyphers Outdoor Brooders, 1907-pattern. By its use Doors can be latched or opened from outside or inside of Brooder, as preferred.



Fig. 14.—From Photograph, showing Metal Wind Shield Located on Interior of Chick Exit to all Styles and Sizes of Cyphers Outdoor Brooders, 1907-pattern.

Self-Regulating, Three-Apartment Combination Outdoor Brooder and Colony House

Embodies the Time-Tested Principles of Our Style A Brooder, Is Equipped With
Incubator Thermostat and Has Removable, Air-Spaced Walls
and an Extra Ceiling to Brooding Chamber

THE Cyphers Self-Regulating Combination Outdoor Brooder and Colony House, 1907-patent, as shown in Figs. 16, 17, 18, 19, 20 and 21, possesses *Every Valuable Feature* that has made our Style A Outdoor Brooder the safest and most popular device of the kind on the market, together with a number of additions that will recommend it to many purchasers. The accompanying illustrations of this colony-house type of outdoor brooder will be understood readily, in view of the full description that appears in the preceding pages, telling of the construction, special features and numerous advantages of our improved Style A, because both embody the same principles and are built on the same general plan.

The case of this Colony Outdoor Brooder is constructed in the same painstaking manner as the Style A, the front, back and ends *consisting of panels*; the roof is built of the same materials, of equal quality; the doors and windows also are identical in size, in quality of materials and in workmanship; the same complete heating system (see Fig. 10) is used, and the same safety brooder stove (see Fig. 11); in fact, if the top board of the front panel of the colony-house type were cut away diagonally, and the two pieces thus obtained were used, butt to butt, as a top board for the rear wall, this brooder would be identical with the Style A in outward form, interior arrangement and details of construction.



Fig. 16.—From Photograph, showing Front View of Cyphers Self-Regulating, Three-Apartment, Combination Outdoor Brooder and Colony House "Closed for the Night."

Meaning of "Standardized" Goods

The statements made in the foregoing paragraph develop the fact that although the three styles and sizes of Cyphers Outdoor Brooders for 1907 differ in form and price, *they embody identically the same principles and are built of materials of exactly the same quality*—that they are "standardized," as manufacturers express it—with the following money and time-saving results:

The double roof of the Style A is identical with the double roof of the Self-Regulating Colony Brooder, and this double roof consists of two Storm King roofs *hinged together* and covered with a *seamless* sheet of waterproofed duck.

The front and back panels of the Style A and Self-Regulating Colony Brooders are identical, except that the top board of the Self-Regulating Colony Brooder front is cut away diagonally from the middle, and the two triangular pieces thus obtained form the top board for the rear wall of the Style A, giving it a double-slope roof.

The end sections of the three brooders are practically identical, except that the triangular-shaped pieces used at the top of the end panels of the Self-Regulating Colony and Storm King Brooders are omitted from the end panels of the Style A Brooder.

The double-frame doors to the sun parlor of the Style A and Self-Regulating Colony Brooders are identical and interchangeable, and this same door is used in the front of the Storm King Brooder.

All panes of window glass used are equal in size and the inner door to the double-frame door is identical with the single door to the brooding chamber of the Style A and Self-Regulating Colony Brooders, and are interchangeable.

All hovers and chick guards are alike in size, materials and construction.

All ventilator slides, baffle plates and articles of small hardware are alike, part for part, and interchangeable.

The floors of the same apartments, in each style

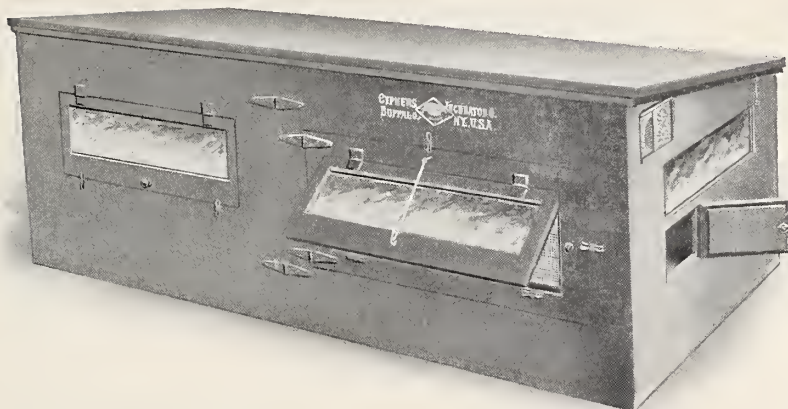


Fig. 17.—From Photograph, showing Cyphers Self-Regulating, Three-Apartment, Combination Outdoor Brooder and Colony House Ready to Receive Chicks in Moderate Weather. Note Double-Door Method of Ventilation of Sun Parlor, or Exercising and Feeding Room.

of brooder, are identical in construction, removable and interchangeable; so, likewise, is *every piece of wood and metal* used in building these parts, which serves the same purpose.

The heating system used in each of our brooders for 1907 is *identically the same in every particular*, part for part and piece for piece.

Lastly, the same Insulated Safety Brooder Stove is used in every brooder we now manufacture.

The Benefits of "Standardizing"

We have two objects in view in explaining thus fully the extent to which our brooders have been "standardized": *FIRST*, to establish the claim, made on page 69 of this catalogue, that all our 1907 brooders are *equal in quality of materials and workmanship*; that, though they differ in style, size and price, they are *alike in quality in every respect*, so far as value of materials and good workmanship are concerned; *SECOND*, to call attention to the fact that "standardizing," as employed by us, means "*economy of manufacture*." In other words, by "standardizing" we are able to supply our customers with far better goods for the prices asked than would be possible otherwise.

It will be seen at once, even by persons who are totally inexperienced in manufacturing, that a workman can make one, ten, one hundred, or any other unit of a certain article with far greater ease and speed, if this unit is one of a thousand, or of ten thousand, or

of one hundred thousand *identical units*, to be made by the same workman, in the same factory, at the same machine or bench, *working steadily at the one thing*, without change or interruption, day by day, than he could possibly attain if required to construct an assortment of *different articles* during the same length of time. As a matter of fact, the saving thus accomplished sometimes amounts to as high as sixty-six and two-thirds per cent. of the total cost of labor.

Lower cost of production is one benefit of "stand-

ardizing," and another, of equal or greater importance is, **BETTER WORKMANSHIP**. It is an old and true saying that "practice makes perfect." Men who work at one machine or bench, week in and week out, performing the same operation many thousands of times, become expert, and this expertness shows itself in *quality* as well as in *quantity*. We make and sell thousands of brooders each year—which means that this season our workmen will turn out thousands of Safety Brooder Stoves, *every one alike*; thousands of heating systems, removable floors, chick guards, hovers, etc., and every one of these articles, alike in kind, will be exactly alike in materials and construction. The making of these thousands of interchangeable brooder parts will require the sawing and finishing of tens of thousands of pieces of wood, and the cutting and stamping of tens of thousands of metal parts—of *hundreds of*

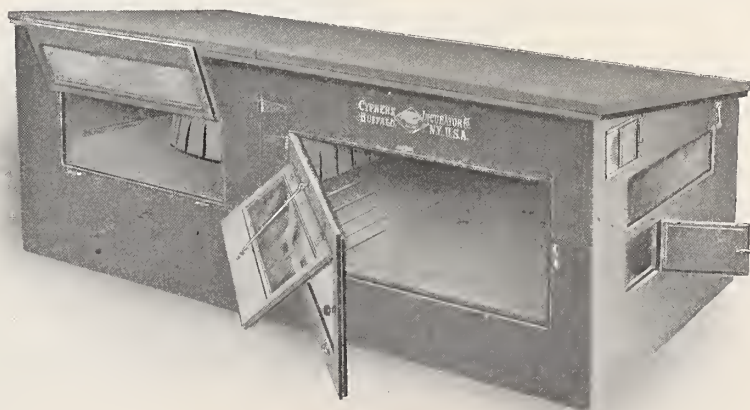


Fig. 18.—From Photograph, showing ease with which the Exercising Room and Hover Chamber of the Cyphers Self-Regulating, Colony Outdoor Brooder can be thoroughly Cleaned without Lifting Either Section of the Hinged Roof.

SELF-REGULATING OUTDOOR BROODER AND COLONY HOUSE

thousands, in fact, for, be it remembered, the roofs, fronts, ends and backs of our outdoor brooders, and practically all of the interior parts of every brooder we make, are identical in size, in shape, in construction, and are *exactly alike* in the kinds of materials used and their quality.

The reader, therefore, can now better appreciate why we are in a position to state that it would be impossible to buy the materials for *one Cyphers Brooder at a time*, and build it singly, for the price we charge. We repeat, that in such case *the materials alone* will cost more than we receive for each brooder complete. Moreover, customers who buy these brooders in complete form, either from us or from our authorized agents, instead of relying on home-made brooders, not only get the benefit of our long experience, *but get brooders that are complete in fact*, not hit-or-miss affairs that are very liable to be defective in some essential point. Every brooder sold by us is made by the use of pattern forms that are exact in all measurements, and each brooder *is set up and fitted together in our factory*, hence will be found complete in all details when uncrated.

The achievement of standardizing our brooders, as above described, and the building of thousands of them each season in the *largest and best-equipped incubator and brooder manufactory in the world*, have enabled us to present in this catalogue a line of three, popular-type, convenient-sized outdoor brooders that challenge comparison with other makes of brooders on the market, and that we are able to sell at surprisingly low prices, their size, form of construction, quality of materials, superior workmanship and numerous advantages duly considered.

Special Features of the Self-Regulating Colony Outdoor Brooder

Some poultrymen prefer the shed-roof or colony-house type of outdoor brooder, having a roof that slopes but one way. Our Self-Regulating Colony Outdoor Brooder supplies this demand. Furthermore, this brooder is provided with double-wall insulation for the hover chamber and is equipped with a complete regulating device. To persons who desire one or more brooders for use during the winter months, also during the month of March, especially in the northern states and throughout Canada, and who are not averse to paying the higher

price, we recommend this Colony Outdoor Brooder as being a safe and comfortable home for chicks during all variations of climate, including *extreme cold weather*, if given ordinary care, as per our printed directions.

DOUBLE INSULATION OF BROODING CHAMBER: Attention is directed to Figs. 20 and 21, which show the Self-Regulating Colony Outdoor Brooder partly assembled, or set up. These pictures exhibit, to excellent advantage, the sun parlor, divisional curtain (Fig. 20), brooding chamber and circular hover; also what is meant by double insulation of the brooding chamber (Fig. 21). The inner walls, shown in Fig. 21, are removable, as is also what we call the false ceiling. Back of the inner walls is a warm-air space. The window, which completes the double insulation, contains two panes of glass with a dead-air space between them.

By the use of these inner walls *and the low ceiling* the heat produced by the brooder stove, which is radiated from the heat drums located under the hover (see Fig. 10), is confined to the lower half of the brooding chamber—in an apartment *that is but ten inches in height*, instead of being permitted to rise in its natural, upward course to the top portion or gable of the brooder, *beyond the reach of the chicks* located on the floor of the brooding apartment, and there to escape into the outside air. In other words, this low ceiling confines the bulk of the warmed air to the part of the brooding chamber where the chicks get the full benefit of *all heat produced*.

During extremely cold weather, when the removable walls and false ceiling are in position, as shown in Fig. 21, we have a double-walled brooding

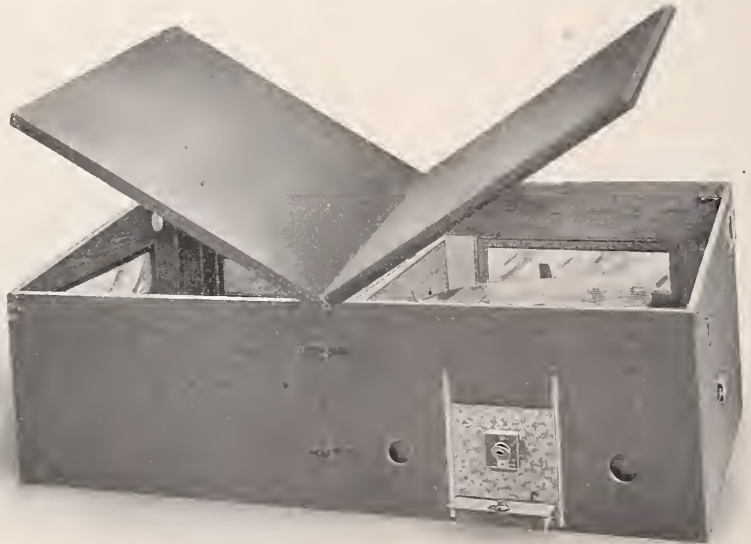


Fig. 10—From Photograph, showing Rear View of Cyphers Self-Regulating, Colony Outdoor Brooder, with Double-Hinged Roof Raised; also Automatic Ventilation and Position of Brooder Stove for Convenient Filling.

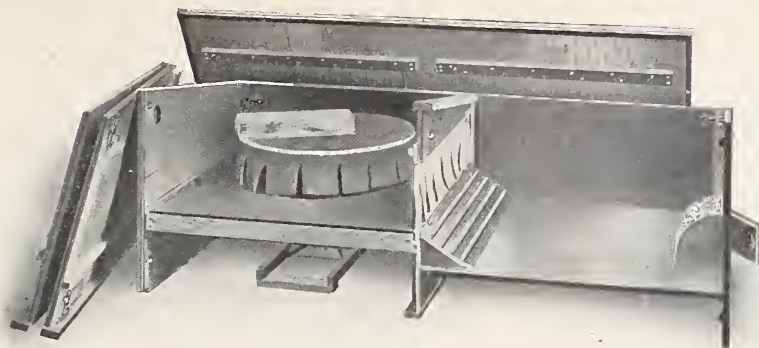


Fig. 20.—From Photograph, showing Interior Arrangement of Cyphers Self-Regulating, Colony Outdoor Brooder. Note the Wind Shield in Front of Chick Exit Door; the Inclined Runway Connecting Sun Parlor and Brooding Chamber, which serves also as Door to Inclose Chicks in either Apartment and to Confine Bulk of Heat in Brooding Chamber when Desirable; the Divisional Curtain between Exercising and Brooding Chambers, through which Chicks pass to and fro; the Circular Hover, Regulator Guard and Disc-Damper; the Eccentric Corner Fasteners, etc.

chamber of the warmest type; whereas, when spring arrives and the weather moderates, the false ceiling and double walls can be removed in five seconds of time, *without the use of tools*, thus giving the chicks the use of all floor space of the brooding apartment, something that cannot be done where permanent double walls are used.

The invention and exclusive use of this false ceiling, in combination with the removable double walls, makes this outdoor brooder the warmest and safest on the market for use in northern latitudes, during extremely cold weather. On the other hand, when the false ceiling and double walls are removed, this brooder is the equal of the Style A, *in all particulars*, for use in warmer latitudes and during the spring and summer months. We advise the use of the Cyphers Self-Regulating Colony Brooder where an outdoor brooding device is required that will carry chicks along in safety during months of the year when the weather sometimes registers *below zero* and is liable to continue severely cold *during several days at a time*. This is primarily a cold-climate, cold-weather brooder, but is readily adaptable to moderate weather conditions.

SELF-REGULATING FEATURE: The self-regulating feature of this brooder is of genuine value. The thermostat is the same that we use in our No. 0 Standard, Farm-Economy and Boys' Choice Incubators. In these machines it is guaranteed to hold the heat in the hatching chambers within one degree of the required temperature.

It will not do this in a brooder that is to be placed out of doors, and there exposed to all kinds of weather, including sudden changes of twenty to forty degrees in as many hours; nevertheless, it will be found of material assistance in maintaining a more uniform temperature underneath the chick hover, where this condition is most desirable.

Substantially, what this regulating device will do, as part of the Cyphers Colony Outdoor Brooder, may be described as follows:

First, consider the condition of too much heat under the hover for the comfort of the chicks, a condition produced by turning the brooder stove flame too high, or resulting from a rise in temperature outside the brooder. When the thermostat, which is attached to the under side of the wooden hover, above the heads of the chicks (See Fig. 25), has been adjusted to a temperature of, say 90 degrees—which is readily done by turning the thumb-nut, the same as in regulating an incubator—this thermostat, *invariably*, will open the large disc-damper (see Fig. 23), located in the center of the wooden hover, when the temperature under the hover, surrounding the thermostat, rises one point or less above 90 degrees, thus permitting the surplus heat underneath the hover to pass upward through the circular hole in the top of the hover into the upper part of the brooding chamber. By surplus heat is meant the excess over and above the amount required to maintain a temperature of 90 degrees, or any other desired temperature, underneath the hover.

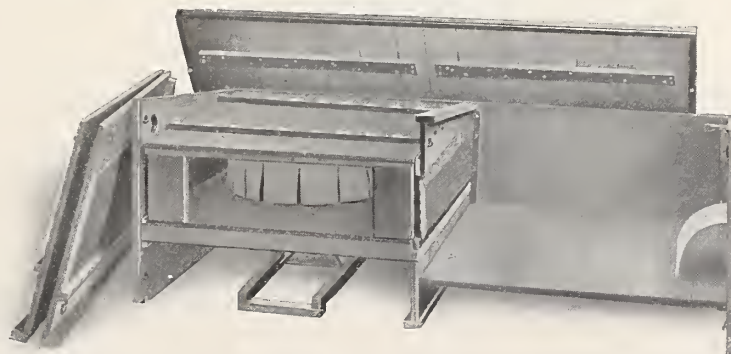


Fig. 21.—From Photograph, showing Double-Wall Insulation of Brooding Chamber and False Ceiling Used in Making the Cyphers Self-Regulating Colony Outdoor Brooder the Best and Safest Cold-Weather Device Invented to Date. See description, page 82.

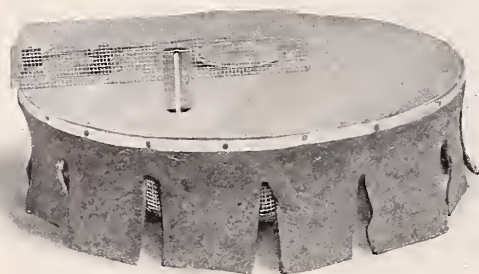


Fig. 22.—From Photograph, showing Circular Hover, Twenty-four Inches in Diameter, equipped with Regulating Device and Regulator Guard, as used in Cyphers Self-Regulating Colony Outdoor Brooder.

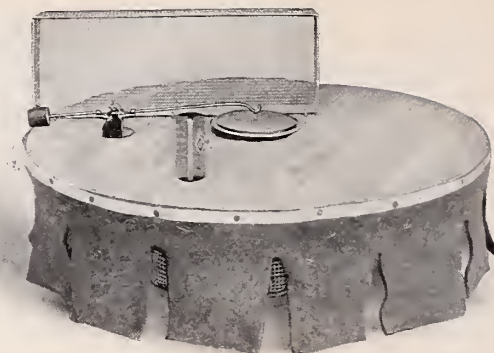


Fig. 23.—From Photograph, showing Circular Hover used in Cyphers Self-Regulating, Colony Outdoor Brooder, with Regulator Guard raised on its hinges to enable operator to adjust Thermostat to the desired temperature.

Next, take the condition produced by a falling temperature out of doors, which occurs after sun-down, or when the weather turns colder. The operator, before leaving the brooder, should increase the size of the flame to an extent which, in his judgment, will cause the brooder stove to produce fifteen to twenty degrees more heat than the amount required to maintain the desired temperature of 90 degrees underneath the hover. In this event the damper will open automatically to permit the surplus heat to escape, and, as the outside temperature falls—thereby affecting the temperature in the brooding

chamber—the thermostat will close the damper when the temperature underneath the hover, surrounding the thermostat, falls one point or less below 90 degrees, or will lower it to a position where it will confine a sufficient amount of the heat radiated by the heat dome under the hover, to produce a temperature of 90 degrees underneath the hover.

Intending purchasers are to understand, therefore, that by the use of this regulating device, as attached to the chick hover of the Cyphers Colony Outdoor Brooder, two desirable results can be accomplished: first, a surplus of fifteen to twenty degrees of heat produced by the heating system, or resulting from a sudden rise in outdoor temperature, can be disposed of *automatically*, by its action through the opening of the damper, which will allow the excess heat to escape upward from beneath the hover: second, a sudden fall of fifteen to twenty degrees in the outside temperature can be counteracted, also *automatically*, provided the brooder stove flame is turned up high enough by the operator to furnish sufficient surplus heat to enable the regulating device to draw on the excess to offset the drop in the outside temperature—which should be done in all cases where brooders, whether self-regulating or not, are used during changeable weather.



Fig. 24.—From Photograph, showing Complete Cyphers Self-Regulating Colony Outdoor Brooder in knock-down shape, crated and ready for shipment. This Brooder makes a compact package and thus secures a much lower freight rate than can be obtained on Brooders that, because of their construction, have to be shipped set-up.

NON-REGULATING BROODERS: It is conceded that the same necessity does not exist for a regulating device on brooders that does for a trustworthy device of this kind on incubators. Up to the present time probably ninety per cent. of the poultrymen of the United States and Canada have not used regulators of any description on brooders. Many successful poultry raisers do not even use thermometers in their brooders. They say that they prefer to trust the chicks in the brooders to go to and from the heat at will. They insist that the brooders they use shall provide *more than one temperature*, and shall leave the way clear for the chicks to go from one temperature to another—a demand that is met admirably in our three-apartment brooders—and

SELF-REGULATING OUTDOOR BROODER AND COLONY HOUSE



Fig. 25.—From Photograph, showing Thermostat and all Other Parts of Complete Regulating Device used on Cyphers Self-Regulating Colony Outdoor Brooder.

they then say, "Let good enough alone; the chicks know best when they are comfortable and will find the place in the brooder that suits them."

The point is, eggs in an incubator are *inert objects*, whereas chicks in a brooder possess the power of locomotion, and if it becomes too warm for their comfort underneath the hover they can put their heads out through the slits in the hover curtains, or can pass out entirely from under the hover, if they so desire. It is this condition that has made the two-apartment and three-apartment brooders much more successful and far more popular than single-apartment brooders. In single-apartment brooders there can be but one temperature at a time, and the chicks must endure the heat or cold of this apartment, for better or worse, because they cannot do otherwise.

Figs. 22, 23 and 25 show to advantage the circular chick hover equipped with regulating device, the wire-mesh regulator guard and the thermostat as used in the Cyphers Colony Outdoor Brooder. Fig. 22 shows the regulator guard in place, covering the exposed parts of the regulator and protecting it from chicks that get on top of the hover. Fig. 23 shows this guard tipped back on its hinges to allow the operator to adjust the

thermostat. Fig. 25 shows the thermostat and all other parts of the regulating device complete.

FOR USE AS COLONY HOUSE: Fig. 26 shows the Cyphers Self-Regulating Outdoor Brooder ready for use as a colony house, or large-size roosting coop for well-grown chicks, or for adult fowls. In this form it is as large as a regular colony house (3 x 6 feet), and is suitable in every respect for such use.

Each front and back of the Cyphers Style A and Self-Regulating Colony Outdoor Brooders, 1907-pattern, consists of two separate panels that are hinged together in the middle—see Figs. 16 and 19. Wide, division-wall cleats are located back of the joints, where the two panels come together. By this double-panel construction these brooders can be crated in smaller and more handy packages for shipment, and occupy less space when stored away during the season of the year that they are not in use.

Price of Cyphers Self-Regulating Combination Outdoor Brooder and Colony House, 1907-pattern, capacity 75 to 100 Chicks, complete with Regulating Device, Double-Wall Insulation, Removable Ceiling, Safety Brooder Stove and Trade-Mark Thermometer. \$17.00

N. B. For special prices of Brooders in the Far West, Northwest and Southwest, see page 94,

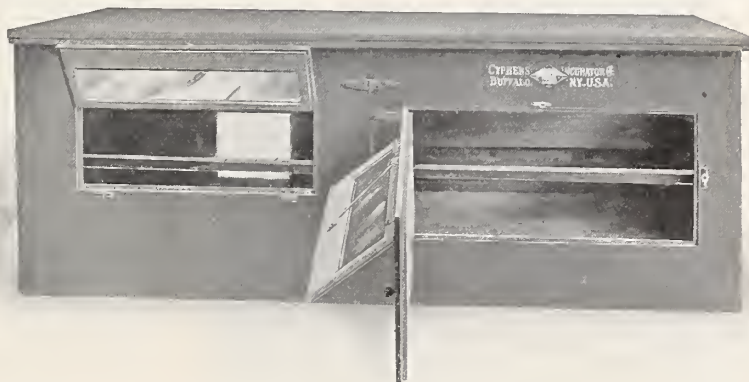


Fig. 26.—From Photograph, showing Cyphers Self-Regulating, Colony Outdoor Brooder with all Interior parts removed (without use of tools), ready to be used as a Colony House or cool Roosting Coop. (Dimensions: length, 6 ft., width, 3 ft., height to Ridge of Roof, 28 inches, to Eaves 22 inches.)

CHICKS THRIVE AMIDST COLD AND SNOW

Cyphers Incubator Co., Buffalo, N. Y.

Auburn, N. Y., March 30, 1906.

On March 18th we put fifty chickens into a Cyphers Style A Outdoor Brooder. This brooder was set outdoors *without any protection whatever*. During the whole of the following week, we had *very severe weather* and heavy snowstorms. Several nights during the week the thermometer registered zero or below, and during the whole week the brooder was covered with snow, so that on several occasions I had to use the shovel in order to get the door open to fill the lamp. *At no time during the week did the chickens suffer any inconvenience from the cold or storm*, the temperature staying at 90 to 95 degrees under the hover the greater part of the time. This was the most severe weather that we have had during the entire winter and the brooder could have had no harder test. At this writing, March 30th, we have not lost one of these chickens, and all are as healthy and vigorous as it is possible for a chicken to be. In our opinion, the Cyphers Brooder is the strongest rival the old hen has for first honors in the rearing of chickens.

Very truly yours, GARDNER & DUNNING,
M. S. Gardner, Mgr.

Storm King Combination Outdoor Brooder and Colony Roosting Coop

Consists of Complete Brooding Section of Larger and Higher-Priced Brooders, 1907-Pattern
Can be Supplemented with Home-Made Exercising Room

INTENDING purchasers of brooders who have read the descriptions of the Cyphers Style A and Cyphers Self-Regulating Outdoor Brooders, 1907-pattern, as presented in the preceding pages with numerous photographic illustrations, will have no difficulty in understanding the construction of the Storm King, our so-called low-price outdoor brooder. This brooder is lower in price simply because there is less of it, i. e., it has less floor space—not because it is cheaper in quality of materials, inferior in workmanship or wrong in principles of construction.

The Storm King Outdoor Brooder, 1907-pattern, consists of the brooding apartment of the Style A and Self-Regulating Colony Brooders, *without the exercising apartment of either*, and without the regulating device and double insulation of the Colony Outdoor Brooder. *In all other respects—including quality of materials and workmanship—it is*



Fig. 27.—From Photograph, showing Front View of Cyphers Storm King Combination Outdoor Brooder and Colony Roosting Coop, 1907-pattern. Note Double-Frame Door for Warm Weather Ventilation, Double Hinges, Rat-Proof Ventilator, Special Chick door Fastener, etc.

identical with the brooding sections of the two larger and higher-priced brooders, except that it has a double-frame door in front, furnishing light and warm weather ventilation to the interior, instead of the smaller, single-frame door used in this section of the other two styles of Cyphers Outdoor Brooders.

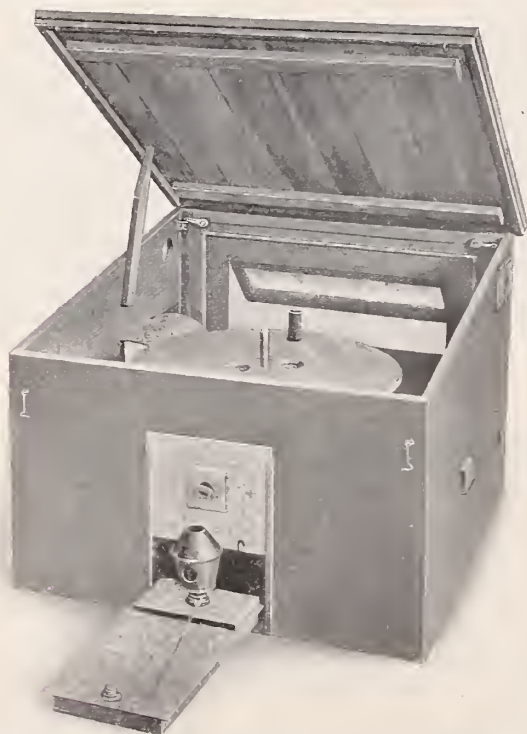


Fig. 28.—From Photograph, showing Rear View Cyphers Storm King Combination Outdoor Brooder and Colony Roosting Coop. Note Insulated Safety Brooder Stove, Adjustable Mirror, Elevating Hover, Visible Thermometer, Wind Shield, etc.

Attention is called to Figs. 27, 28, 29 and 31, which show the Cyphers Storm King Combination Outdoor Brooder and Colony Roosting Coop, 1907-pattern, to excellent advantage. Figs. 27 and 28 show front and rear views. Fig. 31 shows the interior parts removed and the substantial case ready for use as a colony roosting coop. Fig. 29 shows this brooder taken apart, which can be accomplished in sixty seconds of time, without the use of tools of any kind.

Special attention is called to Fig. 29. This illustration, made from a photograph, shows, *in convincing form*, the extraordinary value in high-grade brooder materials Cyphers Incubator Company is able to furnish its customers for the small sum of nine dollars, because of the following conditions: First, it buys its factory materials in immense quantities; second, it employs special machinery wherever practicable; third, it has standardized its goods; fourth, it manufactures in thousand lots in the largest plant of the

STORM KING OUTDOOR BROODER AND COLONY ROOSTING COOP

kind in existence; fifth, it employs skilled and experienced workmen.

Never before has this company been in a position to offer the same brooder value at so low a price. The Cyphers Storm King Outdoor Brooder, 1907-pattern, will be found first-class in every respect for this size and style of brooding device. As a brooding apartment, supplying two different temperatures, one under the 24-inch hover and the other outside the circular hover in the 3 x 3 foot, well-lighted chamber in which this hover is located, this device is a counterpart of our larger, higher-priced brooders and of equal value in all respects.

Every outdoor brooder, in order to yield best results, should have an exercising apartment, or sun parlor, especially so if it is to be used during cold weather when it will be found advisable to keep the chicks confined several hours or days at a time. Purchasers of the Cyphers Storm King Outdoor



Fig. 30.—From Photograph, showing Double Hinges used for Lid or Hinged Roof Section of Storm King Combination Outdoor Brooder and Colony Roosting Coop, 1907-pattern. This style of hinge enables the operator to turn the Roof Section over beyond the front of the Brooder, until it rests safely on the ground, by this means placing it entirely out of the way while the brooder is being cleaned or aired.

result will be a *three-apartment* brooder that can be operated on the same principles as the Cyphers Style A and Cyphers Self-Regulating Colony Outdoor Brooders.

SAME MATERIALS AND PARTS:

We repeat, that the Cyphers Storm King Outdoor Brooder, 1907-pattern, is identical in materials and workmanship with the same section of the two higher-priced brooders, our Style A and Self-Regulating Colony Brooders of latest design. The same Insulated Safety Brooder Stove (Fig. 11) is furnished with this lower-priced brooder; it is equipped with the same complete heating system (Fig. 10); it has a removable floor, the elevating chick

Brooder, are advised, therefore, to construct an exercising apartment to be used in connection with this brooder. Such an addition will prove to be "just the thing" during rainy weather, as well as during cold weather. Any convenient shape or size will answer, *provided it is dry and well lighted*. Simply locate the improvised or home-made exercising apartment alongside the Cyphers Storm King Brooder, connecting it with the chick exit door, and the

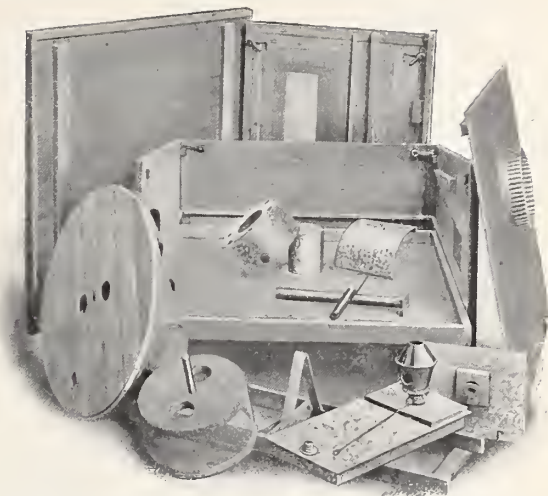


Fig. 29.—From Photograph, showing Separate Parts of the Cyphers Storm King Combination Outdoor Brooder and Colony Roosting Coop, 1907-pattern, representing the greatest brooder value ever sold at the price.

hover, is supplied with a trade-mark, tested thermometer, and is covered by our Brooder Guaranty to the *same extent* as are our larger and higher-priced brooders. The Storm King Brooder is shipped knock-down, thus securing low freight rates. It is easily set up or taken apart, occupies small space when ready to be stored away and will last for years, if given ordinary good care.

Price of Cyphers Storm King Combination Outdoor Brooder and Colony Roosting Coop, 1907-pattern, complete with Insulated Safety Brooder Stove and Trade-Mark Thermometer.....\$9.00

N. B. For special prices of Brooders in the Far West, Northwest and Southwest, see page 94.



Fig. 31.—From Photograph, showing Cyphers Storm King Outdoor Brooder with Interior Parts removed, ready for use as a Colony Roosting Coop.

Improved Hygienic Indoor Brooder—1907-Pattern

(Patented October 17, 1905)

An Indoor Brooder that Utilizes Perfectly the Diffusive Principle of Ventilation
Insures Safety and Comfort of the Chicks

OUR Hygienic Indoor Brooder has now been on the market several years and has given general satisfaction. We have improved it for the season of 1907 by adding a window to the exercising apartment, the glass of which is 5 x 21 inches in size, and by the addition of a top frame to this apartment, covered with wire mesh, which prevents sprightly chicks from jumping out of the brooder when they are being fed in this apartment—see Fig. 32. Furthermore, this brooder is now equipped with the same complete heating system used in our latest-pattern outdoor brooders (see Fig. 10), and is heated by our latest-improved Insulated Safety Brooder Stove, see Fig. 11, page 77.

Figs. 32, 33 and 34 show clearly the construction of this brooder and will prove self-explanatory to all persons who are acquainted with the construction and operation of brooders. The brooder proper consists of a body 42 x 32 inches in size and 12 inches deep, with a removable floor built in one piece, and two covers or diaphragms, an outer cover and an inner one, one larger than the other—the arrangement of these covers effecting a graduated warmth from the outside atmosphere to the temperature of the brooding apartment, instead of a sudden and dangerous change.

Fig. 32 shows the Hygienic Indoor Brooder ready to receive the chicks. It will be noted that the outer cover or top diaphragm is made in two sections, hinged together. Fig. 32 shows the front section raised part way, thus exposing the wire-covered frame which confines the chicks to the exercising apartment when the operator so desires.

Fig. 33 shows both diaphragms raised, with the object of disclosing the position of the elevating chick hover, etc. This picture also shows the Insulated Safety Brooder Stove ready to be pushed into place. Fig. 34 shows a view of this brooder with the inner diaphragm, divisional curtain and wire guard removed and the chick runway let down to the floor.

Hygienic Brooder in Operation

As before stated, we now use our standard heating system in this brooder. When the stove is lighted and pushed in place, *fresh, pure air* is drawn from outside the brooder, is thoroughly heated above the galvanized-iron floor, between the

galvanized-iron drum and perforated metal dome and then is discharged beneath the hover. From this point the *warm air* is evenly distributed beneath the circular hover and passes out through the slits in the hover curtains (also below these curtains) to warm the apartment *beneath the inner cover*, or diaphragm. Next, it diffuses through texture of the inner cover (see Fig. 33) to warm the exercising apartment. Lastly, this warm air slowly finds its way out through the more open fabric of the outer diaphragm, or top cover, into the room in which the brooder is located.

There is absolutely no possibility of having any confined "dead air" in this brooder—hence the name, Hygienic. The ventilation of the brooding apartment is *diffusive, automatic and thorough* at all times. The little chicks *cannot be exposed to drafts*, are always surrounded by pure, fresh air that is agreeably warm, and have an abundance of top heat, combined with a comfortably warm, dry floor. Underneath the hover is the warmest part of the brooder. A slightly more moderate temperature is found just outside of the hover felts, beneath the inner cover, or diaphragm. Beyond the divisional felts, which are attached to the inner diaphragm (see Fig. 32) is a *third apartment*, which is considerably cooler. This third apartment may be used as an exercising room and feeding space while the chicks are but a few hours old. After the chicks have learned to run back and forth from the hover apartment to this



Fig. 32.—From Photograph, showing Improved Hygienic Indoor Brooder Ready to Receive Newly-Hatched Chicks. Note Wire Frame, Protecting the Exercising Room, also the Large Window which Furnishes Light to this apartment. After chicks are placed under Hover, or back of Divisional Curtain, the raised section of the Upper Diaphragm is closed down and buttoned in place.

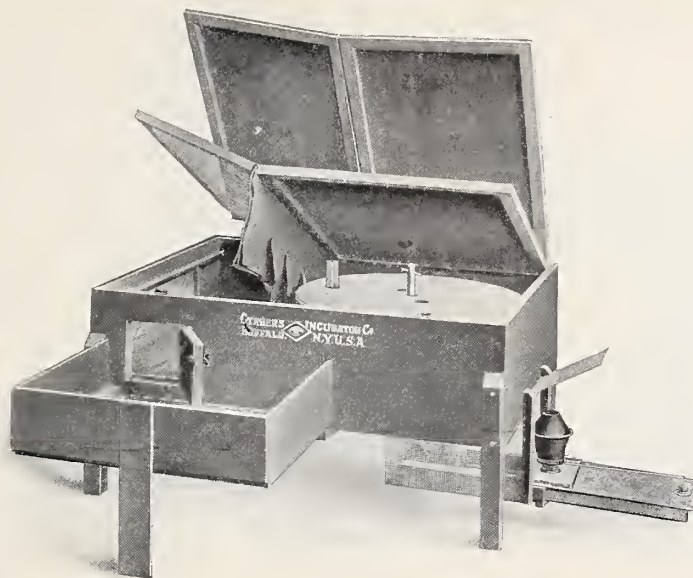


Fig. 33.—From Photograph, showing Improved Hygienic Indoor Brooder, with both Diaphragms raised to exhibit Interior Construction, Location of Elevating Chick Hover, the Divisional Curtain, etc.; also showing Insulated Safety Brooder Stove withdrawn ready for Lighting.

exercising space, they can be fed in the elevated runway, out in the open air. Still later, this runway is let down and the chicks given the freedom of the house or room in which the brooder is located. In the manner above described, *three different temperatures* are obtained in this brooder, thus giving us an *indoor brooder* of the three-apartment type.

This brooder can be used with satisfactory results in any shape or style of house, or room, that is well lighted by the sun and is warmly built—in a regular brooding house divided into numerous pens, with one Hygienic Brooder to each pen; in a common shed-roof house fronting south; in an ordinary poultry house, near a south window; in a living room of a dwelling house; in a well-built stable, or in any other substantial structure having a southern, or southeastern exposure, thus insuring plenty of sunlight for the chicks. However, we particularly recommend its use in the ordinary type of brooding houses, divided into pens, and in the Hare-Curtis Portable House (see Fig. 35), which was designed especially for this brooder, also for use as a colony house.

Apex-Shaped Portable House

It is not essential that the Hare-Curtis Portable House be used with these brooders, but a better one for the purpose could not be designed, notably as regards shape. The *cubic center* of this house is *low down*, thus insuring greater warmth where the chicks are than would be the case with any other shaped house sufficiently high to permit the operator to move about freely in an erect posture. Our customers frequently buy one or more of these houses and use same as a pattern to build others, locally. While this can be done satisfactorily, an equally well-built and well-equipped house of this same size cannot be constructed in lots of one, two or three for the money at which we sell them.

Enclosed in the Hare-Curtis Portable House, or in a *similar-shaped, home-made structure*, our

Hygienic Indoor Brooder can be attended to with the least labor and discomfort of any portable brooding device in use by poultry raisers. In taking care of the brooder the operator steps *inside the house*, closes and hooks the door behind him, and may then proceed at his leisure to feed and water the chicks, attend to the stove, etc. This condition

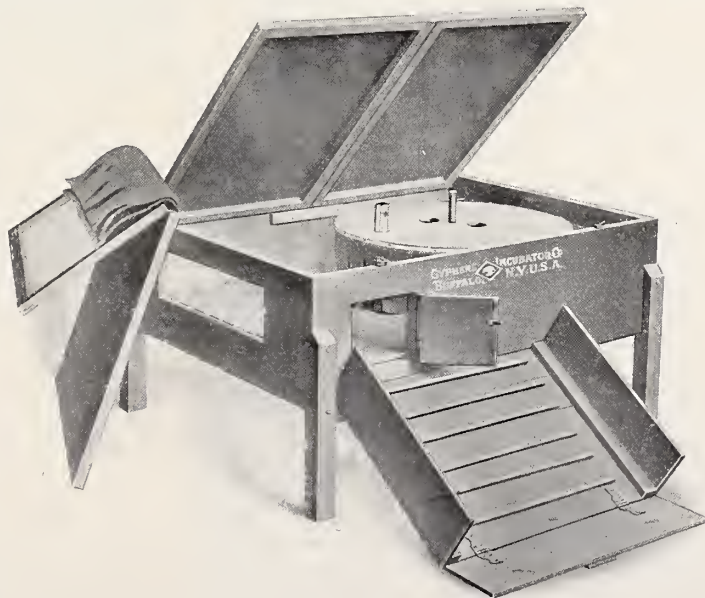


Fig. 34.—From Photograph, showing Improved Hygienic Indoor Brooder with Inner Diaphragm removed and Chick Runway let down to the floor.

IMPROVED HYGIENIC INDOOR BROODER

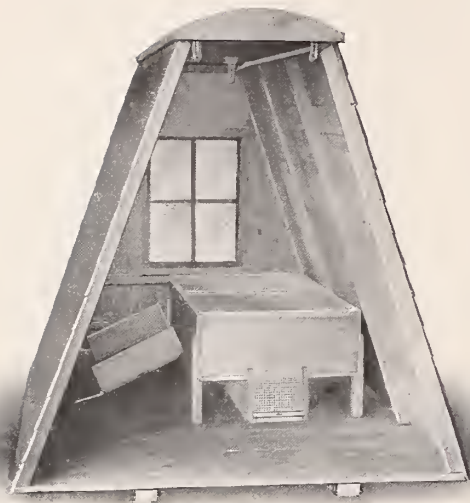


Fig. 35.—From Photograph, showing Hare-Curtis Portable House (Door Section omitted), with Hygienic Indoor Brooder in Position for convenient use. This arrangement gives the chicks thirty-six square feet of extra floor space for use as Exercising Room when confined during stormy weather.

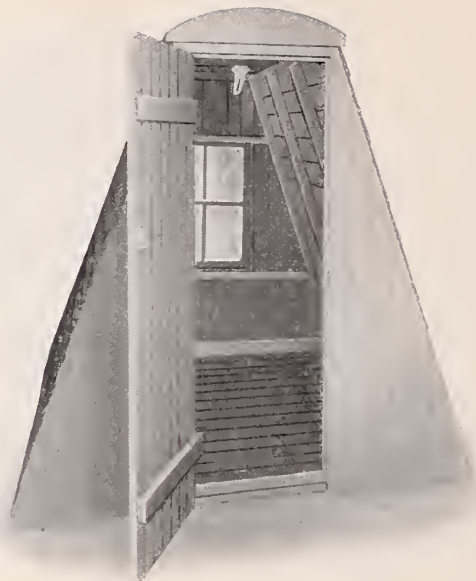


Fig. 36.—From Photograph, showing Hare-Curtis Portable House complete, ready for use with Hygienic Indoor Brooder, or as Colony House for large chicks or adult fowls. For Detailed Description of Construction of this House, see pages 109 and 110.

will be much appreciated during stormy weather.

As regards the chicks, this plan of brooding is *unexcelled*. If it should rain, snow or storm three or four days, or a week at a time, making it impracticable to allow the chicks to run out of doors, they will have in this Hygienic Brooder, when operated in the Hare-Curtis Portable House, *both a snug and commodious home*, consisting of a warm and perfectly ventilated brooder to go to at will and *thirty-six square feet of floor space*, well lighted, dry and comfortable (the entire floor space of the 6 x 6 ft. Hare-Curtis Portable House), in which to exercise, in an atmosphere the chill of which has been taken away by the surplus of heat pouring in steady quantity through the porous fabric of the top cover, or diaphragm, of the brooder.

Brooded and housed in the manner above described, chicks can remain indoors with safety *for days at a time*, well protected and thriving, whereas, if confined in a small, super-heated space, they will suffer sooner or later. Brooded and housed as here described, the chicks can go to a warm brooding apartment *whenever they choose*, can run about and scratch by the hour, and not only will they enjoy a

comfortable atmosphere that is healthful and invigorating, but will *gradually become hardened* to the colder, outdoor air, so that when dry, sunny days come they can be let out into the grass-grown yard connected with the house.

The Hygienic Indoor Brooder is shipped in compact form, the package measuring 44 x 34 x 15 inches, crating included. All parts are securely packed inside the brooder proper. A circular of directions is furnished with each brooder, telling how to set up and operate it.

Price of Improved Hygienic Indoor Brooder, 1907-pattern, complete with Insulated Safety Brooder Stove and Trade-Mark Thermometer..... \$8.00

Price of Hare-Curtis Portable House (separate, knock-down, strongly crated).....\$20.00

Price of Hygienic Brooder and Hare-Curtis Portable House in one order, crated together..... \$26.50

N. B. For special prices of Brooders in the Far West, Northwest and Southwest, see page 94.

USED COLONY HOUSES AND INDOOR BROODERS THREE YEARS

Cyphers Incubator Company, Buffalo, N. Y.

Ottawa, Canada.

The 18 colony houses and indoor brooders that I have been using on my farm for the past three years have given perfect satisfaction. I consider that a greater percentage of chickens can be reared in these indoor brooders and colony houses than in any style of outdoor brooder. The brooders used in these houses are much easier operated than any outdoor brooder with which I am acquainted, more especially so in wet weather. At this trying time the chicks are happy and contented in the houses, and secure sufficient exercise in them. It is also much more satisfactory to attend the lamps when inside, out of the wind and rain.

Yours truly,

F. C. ELFORD.

"The Best Individual Brooding Device Without Exception"

P. T. WOODS, M. D.,
MIDDLETON, MASS.

MIDDLETON, MASS., June 1, 1905.

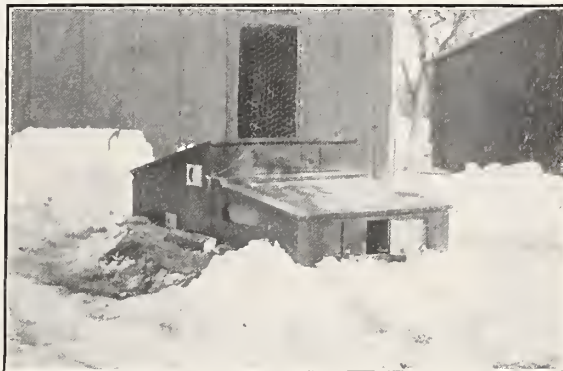
Cyphers Incubator Co., Buffalo, N. Y.:

While in Wenham, Mass., last winter I ran three Cyphers Style A Brooders out of doors in an exposed position without shelter from the middle of February until late spring, with most satisfactory results. In spite of the severe weather I never had better chicks. They grew rapidly and were strong, sturdy specimens; raised 100 per cent. of three broods and the mortality in other broods was less than three per cent. The chicks ran out of doors after they were a week old and in all kinds of weather.

Herewith are photos, one showing the brooder buried in the snow and taken Feb. 21st, and the other with White Wyandotte chicks running out on the snow taken the next day (outside temperature 18° above zero) after a little sand had been scattered on top of the snow close to the brooder.

When the first photo was taken the outdoor temperature at noon was 50 degrees above zero and calm; at 10 P. M. the wind had grown to an easterly gale blowing 60 to 70 miles an hour and the temperature dropped to 7 degrees above zero. The chicks inside the brooder did not know anything about the drop in temperature outside, for the hover heat ran evenly between 95 and 105 degrees in spite of the extreme weather change and high wind.

In placing this brooder it was not possible to reach bare ground on account of ice. It was set on about six inches of solid ice and first banked with snow. The lamp heat melted the snow so much that it was necessary to use earth



Snowbound Style A Brooder. Noon Temperature, 50° Above Zero; 10 P.M., 7° Above Zero and a 60 Mile Wind. Chicks Comfortable All the Time. (See Letter on this Page.)



Style A Brooder in Winter, 18° Above Zero, and Chicks Doing Nicely, Running Out on Snow and Frozen Earth. (See Dr. Woods' Letter.)

Testimony That is Unimpeachable

WENHAM, MASS., May 16th, 1905.

This is to certify that we, the undersigned, have seen since early in February, little chicks being reared in Cyphers Style A Brooders, out of doors in severe cold weather, where the temperature fell to zero a number of times, the brooders being exposed to the weather without shelter. The little chicks ran out on the snow and ice and seemed to be very healthy and growing fast. It has been of much interest to us, as well as to many others who pass by Dr. P. T. Woods' home, to watch these little chickens running about on the snow and frozen ground, where the snow had been shoveled away, and we have since been surprised to note the remarkable growth of these chicks, now that warmer weather has come and they are running on grass land.

FRANK PIERCE, Marblehead, Mass.

W. F. TROWT, Wenham, Mass.

F. W. PLAISTED, Beverly, Mass.

C. S. COOK, Wenham, Mass.

MISS L. E. BATCHELDER, Wenham, Mass.

MRS. J. D. BARNES, Wenham, Mass.

G. E. HOMAN, Wenham, Mass.

LESTER E. LIBBY, Wenham, Mass.

MISS CARRIE B. MERRILL, Wenham, Mass.

and sand from the cellar. After running a short time the brooder rested on a shell of ice with a pool of water about 4 inches deep beneath the lamp. The stick of fire-wood seen in the picture was used to protect the lamp vent from the high wind and driving snow. The chicks were comfortable at all times and I did not lose one chick out of the first three flocks reared in this brooder.

A great many people stopped their sleighs to take a look at the brooders and note the comfort of the chicks. One man came in to look at the chicks I was growing in "a refrigerator," but when he saw the heat I was getting from only a quarter inch high lamp flame he changed his tune.

A third picture shows some of these outdoor grown winter chicks and a Hare-Curtis Portable House under the apple trees at my new home; it was taken early in June shortly after moving from Wenham.

I enclose a statement signed by well-known business men and property owners who were much interested in my outdoor winter chicks last February.

I unhesitatingly recommend the Style A Brooder as the best individual brooding device manufactured to date, without exception, and I have operated all the leading makes.

P. T. Woods, M.D.



How Some of Dr. Woods' Winter Brooder Chicks Looked on June 1st.

What Our Customers Say of Cyphers Brooders

THE PROPER TEST OF A BROODER is the actual work it will do in the hands of men and women engaged in poultry raising by artificial means. Thousands of Cyphers Brooders have been sold by us and *many hundreds of persons*, both men and women, have reported their success with them. Herewith are presented as many sample brooder testimonials as we feel we can afford to spare room for in this large and costly book. Others will be found scattered among the incubator testimonials from numerous customers who, in reporting success with our incubators, have also expressed their satisfaction with the Cyphers Company Brooders.

PENNSYLVANIA.—"I am using two Storm King Brooders with success, and can raise practically every chicken I hatch."—D. F. CAMPBELL, Sharon, Pa., June 6, 1906.

ILLINOIS.—"Will say that your machines, both incubators and brooders, are a success. I have had fine luck with both."—G. E. BOND, Lyndon, Ill., May 29, 1906.

INDIANA.—"I think your brooders are the best I have ever seen."—F. G. BARNARD, Lochiel, Ind., May 28, 1906.

OHIO.—"I have used the Standard Cyphers Incubator for six years. The Standard Cyphers Incubators and Style A Brooders are a hard combination to beat."—G. W. BACHMAN, North Baltimore, Ohio, Sept. 22, 1906.

MICHIGAN.—"We find the Cyphers Brooders equally as good as the Cyphers Incubators, and they will raise practically all the chicks put into them. Were I to buy a dozen incubators and brooders they would certainly be the Cyphers."—JOHN BLISS, Utica, Mich., Oct. 5, 1906.

OKLAHOMA.—"I bought one each of your new-pattern incubators and brooders this spring and have had such good success with same I think I could place a few machines with my neighbors."—JOHN BAKER, Newkirk, Okla., April 16, 1906.

CONNECTICUT.—"I put the chicks into the brooders, and raised them after I put them there. At one time I was short of brooders and put 91 chicks into one brooder and raised 90 of them, and put 119 chicks into another, and raised 115. I really knew it was too many chicks for the brooders, but at that time I had to do it. Part of the time the weather was very cold, with snow on the ground, but the chicks remained strong and healthy."—F. L. EDWARDS, Prop., Riverview Poultry Yards, Westville, Conn., Aug. 19, 1906.

OHIO.—"All my chicks have been hatched in Cyphers Incubators, reared in Cyphers Style A Brooders, and fed on Cyphers Chick Food, and a happier, more thrifty lot of chicks would be hard to find."—M. E. DIRK, North Baltimore, Ohio, Sept. 21, 1906.

MASSACHUSETTS.—"Enclosed you will find a photograph of myself, my chickens and three Cyphers Storm King Outdoor Brooders. To show you what success I had with them will say that I put 45 White Plymouth Rocks in the first brooder, 65 White Leghorns in the second, and 76 White Leghorns in the third. Out of these 186 chicks I lost none through any fault of the brooders, and was very much pleased with them. They can't be beat."—GEORGE A. PAINE, Prop., White Feather Farm, Chicopee, Mass., Oct. 21, 1906.



Photographic view of three Storm King Outdoor Brooders and a flock of White Plymouth Rocks raised in them by George A. Paine, Chicopee, Mass.

CONNECTICUT.—"I am using one of your Storm King Brooders, and it works like a charm. It is very cold here this morning with high winds, but the little chicks out in the brooder do not care about the wind—they are comfortable."—MRS. E. D. WOODBURY, Cheshire, Conn., March 9, 1906.

IOWA.—"I am very much pleased with the brooder I got of you, so much so that I will send for another one next fall, and think some of the people who have seen it will order also."—MRS. GEO. R. CARSON, Alta, Iowa, June 11, 1906.

ILLINOIS.—"I am very much pleased with the brooder received a few days ago, and also with the one I bought of you a year ago. The chicks seem so comfortable and contented in the brooder."—MRS. WM. H. HART, Brighton, Ill., June 12, 1906.

CALIFORNIA.—"Your Storm King Brooders, old-style, do their part finely. I could ask nothing better."—J. S. COTTON, Fort Bragg, Cal., July 15, 1906.

INDIANA.—"I have a Style A Brooder and am well pleased with it; can't raise chicks without one."—W. A. CLARK, Stockport, Ind., Sept. 10, 1906.

PENNSYLVANIA.—"I attribute my success largely to the use of Cyphers Incubators and Brooders, together with Cyphers Poultry Foods. I use nothing else from start to finish."—Thomas L. Young, Wellsboro, Pa., July 17, 1906.

TENNESSEE.—"We are highly pleased with the brooder purchased of you last February. Shortly after we received your brooder we received an advertisement from—, and as my husband liked the looks of the brooder advertised, he ordered one. I had already brooded one hatch of 200 in yours, but with severe weather and overcrowding I did not raise as many as I ought. To prove the superiority of the two brooders, my husband took the one ordered from the advertisement and I took yours. We put the same number of pure bred Plymouth Rocks in each brooder, side by side, and gave same attention, feed, etc., to each lot of chicks. My brooder (the Cyphers) raised 40 more than his. I may also say that his brooders smoked very badly, and did not keep the heat nearly so regular and uniform, sometimes varying from two to ten degrees where mine kept steadfast. After giving his brooder several trials, my husband said, 'Yours is far superior in many ways, and if we purchase any more they will be the Cyphers.'"—MRS. O. B. CARL, Franklin, Tenn., June 8, 1906.

NEW HAMPSHIRE.—"I have a Style A Brooder and must say it will take good care of the chicks, and with very little trouble. I put my chicks in the brooder the 10th of March and on the morning of the 20th the brooder was covered with snow. It was very cold for a number of days, going down to ten below zero, but the chicks were warm and comfortable, and grew fast. Only one died out of the 85. I also want to say that the brooder stood out in the open yard without any protection of any kind."—MRS. L. A. WHIPPLE, Mill Village, N. H., July 6, 1906.

PENNSYLVANIA.—"It is 'most too early yet to tell much how our chicks will stand in the show room, but we are fully confident that we have some prize winners that have been hatched in your incubators, reared in your Storm King Brooders, and fed on your Chick Food."—CHAS. MORGAN & SON, Osceola, Pa., July 23, 1906.

NEW YORK.—"The past season I have used two Style A Brooders, and have found them satisfactory in every way."—WALTER R. HARMON, Larkfield, L. I., N. Y., July 11, 1906.

MARYLAND.—"I use a Storm King Brooder, and chicks do remarkably well. Your Chick Food fills the bill."—WM. GILLESPIE, Rising Sun, Md., July 12, 1906.

OHIO.—"I have used your Style A Brooders for the past three years, and will use them again next season."—PAUL C. BORK, Mgt. Acme Poultry Yards, Sept. 15, 1906.

ILLINOIS.—"We consider your brooders O. K. and your Chick Food is the best on the market—clean and sweet as a nut."—A. P. HOLT, Lyndon, Ill., July 16, 1906.

WHAT OUR CUSTOMERS SAY OF CYPHERS BROODERS

OHIO.—"Am operating your incubators and six Storm King Brooders, which are perfect. Your Chick Food has also been quite successful."—R. H. TURNER, Leavittsburg, Ohio, July 16, 1906.

NEW JERSEY.—"Your incubators are positively self-regulating. Am using six Hygienic Indoor Brooders, and feed your Chick Food, and my chicks thrive and do well."—B. B. REED, Kinkora, N. J., Aug. 3, 1906.

MAINE.—"I have used two of your Storm King Brooders with the best of luck."—W. J. TROTT, Monmouth, Maine, July 21, 1906.

IOWA.—"The brooder purchased of you gave fine satisfaction. I placed 84 chicks in it and only lost three, one of these being killed in an accident. They have now outgrown their brooder and are doing fine. I have used several brooders, but none suit me as this one does. I had no trouble at all in regulating the heat."—MRS. J. E. GRAY, Columbus Junction, Iowa, July 15, 1906.

PENNSYLVANIA.—"I use Cyphers Brooders and have no trouble with them. Find them O. K.—best yet."—L. S. DAYHOFF, Prop., Pen-Mar Duck Farm, Midvale, Pa., July 17, 1906.

OHIO.—"Am using your Style A Brooders, and the chicks thrive and do well in them."—JOHN MEISTER, Marietta, Ohio, July 16, 1906.

CALIFORNIA.—"I consider your brooders the best artificial mother on the market up to the present time, and the Storm King Outdoor Brooder is as near perfection as it is possible to make a foster mother."—GRANT HELMAN, Petaluma, Cal., July 25, 1906.

PENNSYLVANIA.—"I use a Storm King Brooder and the chicks thrive well in it."—ALPHA AIRESMAN, Boswell, Pa., July 16, 1906.

WEST VIRGINIA.—"I use the Storm King Brooder, and the chicks thrive in it."—JOHN G. STEELE, Walker, W. Va., July 7, 1906.

NEW YORK.—"I wish to say that the Cyphers Brooders are just as perfect as the incubators. I have three of them and it does me good to watch the chicks grow and thrive in them."—JOSEPH H. LUDINGTON, Patterson, N. Y., Sept. 25, 1906.

NORTH CAROLINA.—"I bought a Farm-Economy Incubator and a Storm King Outdoor Brooder of you last spring, and am well pleased with them. I just took off a hatch of 67 chicks from 76 fertile eggs, and I don't think I ever saw a healthier lot of chicks. Am also pleased with your Chick Food."—J. R. TODD, Lenoir, N. C., Oct. 5, 1906.

NEW YORK.—"I have your incubator, Style A Brooder, and use your foods of all kinds, and am perfectly satisfied with everything."—MRS. GAMBON, Mariners Harbor, L. I., N. Y., July 9, 1906.

VERMONT.—"I have a 1905 Style A Brooder which is very satisfactory."—H. Y. WEMPLE, JR., Brownsville, Vt., Sept. 10, 1906.

VIRGINIA.—"The Style A Brooder is the best I ever saw or used."—A. F. UPDYKE, Mechanicsburg, Va., July 19, 1906.

NEW HAMPSHIRE.—"I use your Storm King Brooders; also use your poultry foods for both chicks and hens, after trying nearly every kind."—HENRY I. FOSTER, Lebanon, N. H., July 5, 1906.

PENNSYLVANIA.—"I use your Style A Outdoor Brooder, and have raised 95 per cent. of the chicks hatched."—C. MULVHILL, Roulette, Pa., July 24, 1906.

NEW YORK.—"I use a Storm King Brooder and think it can't be beat."—ALFRED O. PERSONS, Jewett, N. Y., Sept. 21, 1906.

VERMONT.—"I have this year used your Outdoor Brooders, Storm King and Style A, with great success."—FRED B. ORCUTT, Passumpsic, Vermont, July 21, 1906.

PENNSYLVANIA.—"I use the Storm King Brooders, and raise nearly every chick. The chicks thrive and do well."—THEO. OXFORD, JR., N. Bangor, Pa., July 24, 1906.

NEW YORK.—"My chicks thrive in the Storm King Brooders."—GEO. BARRETT, Gallupville, N. Y., Aug. 7, 1906.

VIRGINIA.—"I set 320 eggs in my No. 3 Cyphers, and got 235 chicks, which I raised in Cyphers Brooders. The chicks are healthy and growing fine."—J. E. BAKER, Speedville, Va., July 9, 1906.

OHIO.—"I am using a Style A Brooder, and like it very much; also your Chick Food."—MRS. CARRIE MILLEY, Oberlin, Ohio, Aug. 6, 1906.

NEW YORK.—"The chicks thrived well in the brooders, growing fast and keeping healthy. It was no trouble to keep the temperature right even on a cold night. The brooders were operated out of doors at all times, snow being on the ground in the early spring."—C. W. BULSEN, South Worcester, N. Y., July 20, 1906.

DELAWARE.—"I am using your incubators and brooders, and as my plant increases so shall I increase your machines. I think your Hygienic Indoor Brooder is simply perfect."—GEO. ASTON, Wyoming, Del., July 21, 1906.

NEW YORK.—"I use a Storm King Brooder, and the chicks have all done well in it."—RALPH S. WYCKOFF, Stanford, N. Y., July 9, 1906.

MICHIGAN.—"We used five of your Storm King Brooders and found them satisfactory."—C. L. APPERMAN, Agricultural Experiment Station, Agricultural College, Mich., July 8, 1906.

VERMONT.—"I have a Style A Brooder. The weather on the 30th of March was down to zero, and the brooder was out of doors, but the chicks were comfortable, and have been rapid growers from the start."—G. W. RANSOM, Essex Center, Vermont, July 9, 1906.

VIRGINIA.—"I use both your indoor and outdoor brooders and I find all of them the best I know of; the same is also true of your poultry foods."—R. W. HARDING, Daugherty, Va., July 9, 1906.

MASSACHUSETTS.—"I am going to send for another brooder. I have my chicks in the Style A Brooders outdoors and they are running fine. The chicks are healthy and smart. If I had a camera I would like to take a picture of them, as they are today in the snowstorm. I have never seen anything equal to the Cyphers Style A Brooders. They are all one could ask for."—Chester A. Cook, Wenham, Mass., March 12, 1906.

SWEDEN.—"The Style A Brooders have done their duty fine."—Ax. Ahlstrand, Skebg, Kallby, Sweden.

ENGLAND.—"Your Style A Brooders are certainly the best brooders I have ever seen. I worked two of them all last season out in a very exposed field, beside the best English hot-water rears, and can safely say that I reared 40 per cent. more chicks in your brooders, all perfectly healthy, than I did in the other styles. This past season I have used 10 of your Style A Outdoor Brooders."—C. F. Falkner, Dippenhall Poultry Farm, Farnham, Surrey, England.

MEXICO.—"I hatched 82 per cent. of the fertile eggs. The chicks grew perfect, healthy and vigorous in your Style A Brooder."—Miguel Macedo Y. Arbeu, Plantation of San Cristobal, Acambara, Mexico.

CANADA.—"We hatched 200 chicks in one of your No. 1 incubators last winter and your Outdoor Brooder cared for them in a most satisfactory manner."—N. P. RICHARDSON, Digby, Nova Scotia, Canada, Oct. 25, 1906.

STYLE A BROODERS IN ZERO WEATHER

Cyphers Incubator Co., Buffalo, N. Y.

Orange, Mass., March 1, 1906

I wish to report the working of the brooders which I already had (Style A bought in 1904). Under very adverse conditions I put newly-hatched chickens right from the incubator into them, with the brooders standing in a very exposed position and the thermometer four degrees below zero, and had no trouble whatever in maintaining a temperature of from 95 to 100. Those chicks are now three weeks old and doing finely; the thermometer has been in the neighborhood of zero the greater part of the time at night. I take pleasure in making this report, as I have no doubt it is as severe a test as the brooders have ever undergone; it certainly is the most severe I have ever given them. I should be very glad to give my experience with these brooders to any one.

Yours truly,
W. H. DYKE.

Price List of Cyphers Company Brooders

Terms, cash with order. Send money by bank draft, express money order, post-office money order or registered letter. *Please do not send personal checks.* Goods will be sent C. O. D., in the United States or Canada, when 50 per cent. of price accompanies order. Prices are F. O. B. Buffalo and all Branches except Oakland.

Style A, Combination Outdoor Brooder and Colony House, capacity 75 to 100 chicks.	\$14.00
Self-Regulating, Combination Outdoor Brooder and Colony House, capacity 75 to 100 chicks	17.00
Storm King Combination Outdoor Brooder and Colony Roosting Coop, capacity 75 to 100 chicks	9.00
Hygienic Indoor Brooder, capacity 75 to 100 chicks	8.00
Hygienic Indoor Brooder with Hare-Curtis Portable Brooder House (knock-down), capacity 75 to 100 chicks (in one order)	26.50

SPECIAL PRICES.—The prices of brooders and incubators given in this catalogue are those charged by us and by our authorized agents in all territory east of Montana, Wyoming, Colorado, Indian Territory and Texas. West of this boundary line the prices range somewhat higher, owing to the freight, which is especially high to inter-mountain points. If you live in high-freight territory write us for special prices; also for the name and address of nearest agent who buys in car lots and carries our goods regularly in stock.

Weights (about) Crated

Style A Outdoor Brooder (knock-down)	net weight, 150 lbs.; weight crated, 165 lbs.; cubic feet, 16½
Self-Regulating Colony Brooder (knock-down)	net weight, 170 lbs.; weight crated, 200 lbs.; cubic feet, 17½
Storm King Outdoor Brooder (knock-down)	net weight, 90 lbs.; weight crated, 110 lbs.; cubic feet, 12¾
Hygienic Indoor Brooder (knock-down)	net weight, 70 lbs.; weight crated, 85 lbs.; cubic feet, 14¾
Hygienic Brooder and Portable Brooder House (knock-down)	weight crated, 480 lbs.; cubic feet, 60

Price List of Extras for 1907 Incubators and Brooders

ALL goods listed below may be obtained at the Home Office of the Cyphers Incubator Company, Buffalo, N. Y., or at any Branch House—Boston, New York, Chicago, Kansas City, or Oakland.

The prices given opposite each article indicate the price at factory or branch store, and the postpaid price in each case where the article is mailable. *Customers desiring articles by mail will please be sure to remit postpaid price with their order.* All articles on which we do not name a postpaid price will be sent by express or freight at customer's expense. In case of mailable articles where postpaid price is not remitted, the order will be either held for postage or goods shipped by express at customer's expense. *No extras will be sent C. O. D. In ordering parts from this list, please specify that they are required for 1907-pattern and state size and style of machine;* also, when possible, give the number of the part. (See 1907 directions for operating style of machine for which you want extras).

Standard Cyphers Incubator Extras—1907-Pattern

Cyphers Incubator Lamps (seamless bottom), with burner and wick complete, No. 0, 75 cents each; Nos. 1, 2 and 3, 90 cents each.

Lamp Bowls without burner (seamless bottoms) No. 0, 50 cents each; Nos. 1, 2 and 3, 60 cents each.

Incubator Lamp Burners, No. 0, each 30 cents; postpaid 35 cents. Nos. 1, 2 and 3, each 40 cents; postpaid 50 cents.

Lamp Wicks—For use in Incubator Lamps only (state size of machine for which they are wanted). For No. 0, per dozen 15 cents; postpaid 18 cents. For Nos. 1, 2 or 3, per dozen 20 cents; postpaid 22 cents.

Egg Trays (not Pedigree)—No. 0, 55 cents each. No. 1, \$1.00 each. No. 2, per set of two, \$1.75. No. 3, per set of two, \$2.40.

Heaters, No. 0, \$2.50 each. Nos. 1, 2 or 3, \$2.75 each. (Lamp not included).

Mica for Heater, each 5 cents; postpaid 7 cents.

Felt Diaphragms (without frame), No. 0 Incubator, each 30 cents; postpaid 35 cents. No. 1, 40 cents; postpaid 45 cents. No. 2, per pair 65 cents; postpaid 70 cents. No. 3, per pair 90 cents; postpaid 98 cents.

Burlap Diaphragms, or Muslin Diaphragms, (without frame), for No. 0, each 10 cents; postpaid 12 cents. No. 1, each 15 cents; postpaid 20 cents. No. 2, per pair 30 cents; postpaid 35 cents. No. 3, per pair 35 cents; postpaid 40 cents.

Incubator Legs, No. 0, each 25 cents; per set of four, 75 cents. No. 1, each 30 cents; per set of four, \$1.00. Nos. 2 or 3, each 35 cents; per set of four, \$1.25.

Lamp Bracket, including wooden rest, No. 0, each 55 cents; Nos. 1, 2 and 3, each 60 cents.

Wood Arm for Regulator (321), each 20 cents. These arms are all shipped extra long; customer cuts to fit machine.

Tin Disc (327) and **Wire** (326), No. 0 or No. 1, each 10 cents; postpaid 12 cents. No. 2 or No. 3, each 12 cents; postpaid 15 cents.

Regulator Arm (321), including counterpoise weight (323) and rod (322), pivot casting (317), wooden arm (321), tin disc (327) and wire (326), any size, each 75 cents.

Connecting Rods (318), No. 0, each 20 cents; postpaid 25 cents. Nos. 1, 2 or 3, each 25 cents; postpaid 30 cents.

Counterpoise Weights (323), each 15 cents; postpaid 25 cents. (With nuts for locking).

Counterpoise Rod (322), No. 0, each 10 cents; postpaid 15 cents. No. 1, each 12 cents; postpaid 17 cents. Nos. 2 and 3, each 15 cents; postpaid 20 cents. (State size).

Pivot Casting (317), each 25 cents; postpaid 30 cents.

Connecting Rod Thumb Nuts (319), (320), each 10 cents; postpaid 15 cents. (Specify whether upper (320) or lower (319) nut is wanted).

Center Casting (315) and **Connecting Tube** (314), Nos. 1, 2 or 3, each 75 cents. No. 0, 70 cents.

Base Casting (316) each 20 cents; postpaid 30 cents.

Thermostat (312), No. 0, each \$1.75. Nos. 1, 2 or 3, each \$2.00.

Regulating Device, complete, No. 0, \$3.75. No. 1, \$3.90. Nos. 2 or 3, \$4.00.

Wire Hanger for Incubator Thermometer (state if for Nos. 0, 1, 2 or 3 Incubator when ordering), each 8 cents; postpaid 10 cents.

Incubator Thermometer (without wire hanger), each 55 cents; postpaid 60 cents.

PRICE LIST OF EXTRAS FOR CYPHERS INCUBATORS AND BROODERS—CONCLUDED

Price List of Extras for 1907 Boys' Choice Incubator

In ordering extras give the number and name of the part and state the name of machine; also the year made (see packer's slip pasted inside egg chamber).

Heaters, with piping attached, are sold only when affixed to the machine at the factory, Buffalo, N. Y. Prices a matter of correspondence.

Regulating Device, complete, including thermostat (211), regulator arm (200), base casting (200) with screws for attaching same, connecting tube (210) and connecting rod (206) with thumb nuts (207, 208, by express only at customer's expense; price \$2.50.

Regulator Arm (200) with metal disc (202), pivot casting (203), counterpoise rod (215), counterpoise weight (204) and screw (205), price 50 cents.

Counterpoise Rod (215), each 8 cents; postpaid 10 cents.

Counterpoise Weight (215) with screw (205), each 15 cents; postpaid 25 cents.

Counterpoise Weight Screw (205), each 5 cents; postpaid 10 cents.

Metal Disc (202) with disc wire (201), each 5 cents; postpaid 10 cents.

Connecting Rod (206), each 15 cents; postpaid 20 cents.

Connecting Rod Thumb Nut, upper (207), lower (208), each 10 cents; postpaid 15 cents.

Base Casting (200) and Connecting Tube (210), 40 cents; postpaid 50 cents.

Pivot Casting (203), each 20 cents; postpaid 25 cents.

Thermostat (211), (separate parts of thermostat are not sold under any conditions), each \$1.50.

Lamp Bracket (212) complete with spring (213) and wooden block (216); price 50 cents.

Wooden Block (216) for lamp bracket, each 10 cents; postpaid 15 cents.

Lamp Bracket Casting (214) to be attached to bottom of incubator; each 5 cents; postpaid 10 cents.

Spring (213) for lamp bracket, each 10 cents; postpaid 15 cents.

Lamps (seamless bottoms) (217), complete with burner (218) and wick; each 75 cents.

Lamp Bowl (seamless bottom) (217) without burner, price 50 cents.

Lamp Burner (218), each 30 cents; postpaid 35 cents.

Lamp Wicks per dozen, 15 cents; postpaid 18 cents.

Felt Diaphragm (219) without frame, each 20 cents; postpaid 30 cents.

Burlap Diaphragm (220) without frame, each 10 cents; postpaid 15 cents.

Boys' Choice Incubator Thermometer (221), each 60 cents; postpaid 65 cents.

Wire Hanger (222) for Boys' Choice Incubator Thermometer, each 8 cents; postpaid 10 cents.

Mica (223) for heater, each 5 cents; postpaid 7 cents.

Incubator Legs (224), each 25 cents; per set of four legs, 75 cents.

Egg Trays (not Pedigree), each 40 cents.

Price List of Extras for 1907 Farm-Economy Incubator

In ordering extras give the number and name of the part and state the name of machine, also the year made (see packer's slip pasted inside egg chamber).

Heaters for Farm-Economy Incubators, with piping attached, are sold only when affixed to the machine at the factory, Buffalo, N. Y. Prices a matter of correspondence.

Regulating Device, complete, including thermostat (261), regulator arm (250), base casting (250), with screws for attaching same, and connecting tube (260), and connecting rod (256), with thumb nuts (257, 258), price \$2.50.

Regulator Arm (250), with metal disc (252), pivot casting (253), counterpoise rod (265), counterpoise weight (254), and screw (255), price 50 cents.

Counterpoise Rod (265), each 8 cents; postpaid 10 cents.

Counterpoise Weight (254) with screw (255), each 15 cents; postpaid 25 cents.

Counterpoise Weight Screw (255), each 5 cents; postpaid 10 cents.

Metal Disc (252) with disc wire (251), each 5 cents; postpaid 10 cents.

Connecting Rod (256), each 15 cents; postpaid 20 cents.

Connecting Rod Thumb Nut, upper (257), lower (258), each 10 cents; postpaid 15 cents.

Base Casting (250) and Connecting Tube (260), 40 cents; postpaid 50 cents.

Pivot Casting (253), each 20 cents; postpaid 25 cents.

Thermostat (261), (separate parts of thermostat are not sold under any conditions), each \$1.50.

Lamp Bracket (262), complete, with spring (263), and wooden block (266), price 50 cents.

Wooden Block (266) for lamp bracket, each 10 cents; postpaid 15 cents.

Lamp Bracket Casting (264), to be attached to bottom of incubator, each 5 cents; postpaid 10 cents.

Spring (263) for lamp bracket, each 10 cents; postpaid 15 cents.

Lamps, (267), (seamless bottom), with burner (268) and wick complete, each 75 cents.

Lamp Bowl (267), without burner, price 50 cents.

Lamp Burner (268), each 30 cents; postpaid 35 cents.

Lamp Wicks, per dozen 15 cents; postpaid 18 cents.

Felt Diaphragm (269) without frame; each 30 cents; postpaid 40 cents.

Burlap Diaphragm (270), without frame, each 10 cents; postpaid 15 cents.

Farm-Economy Incubator Thermometer (271), each 60 cents; postpaid 65 cents.

Wire Hanger (272), for Farm-Economy Incubator Thermometer, each 8 cents; postpaid 10 cents.

Mica (273), for heater, each 5 cents; postpaid 7 cents.

Incubator Legs (274), by express only at customer's expense, each 25 cents; per set of four legs, 75 cents.

Egg Trays (not Pedigree), each 75 cents.

Extras for Cyphers 1906-1907 Brooders

By express or freight only at customer's expense except where listed as postpaid.

Insulated Brooder Stove, 1907, complete, each \$1.50.

Brooder Lamp, 1906 pattern, complete with burner for Storm King and Hygienic Brooders, \$1.50.

Storm King or Hygienic Brooder Lamp Bowl, 1906, without burner, 50 cents.

Lamp Wicks for brooder lamps, 1906 pattern, per dozen 15 cents; postpaid 18 cents.

Wicks for Insulated Brooder Stove, 1907 Pattern, per dozen 15 cents; postpaid 18 cents.

Brooder Hovers (state which style is wanted, wood top and felt included), each 75 cents.

Cylindrical Wire Chick Guard, with wood top, each 35 cents. (State style and size of brooder).

Brooder Ventilator Slides, per pair 15 cents; postpaid 20 cents. (State style of brooder).

Hygienic Brooder Thermometers 1906—Unmounted, each 40 cents; postpaid 45 cents; mounted on wooden holder, each 50 cents; postpaid 55 cents.

Brooder Thermometers for all styles of brooders, 1907 pattern, (state style of brooder), each 45 cents; postpaid 50 cents.

Felts for Brooders—Hover Felts, each 50 cents; postpaid 60 cents (state style of brooder). Partition Felt for Style A Brooder each 25 cents; postpaid 30 cents.

Regulating Device for Self-Regulating Colony Brooder, \$2.50.

Wind Shield, 20 cents.

Burner for Insulated Brooder Stove, each 40 cents; postpaid 50 cents.

Chimney for Insulated Brooder Stove, each 20 cents; postpaid 25 cents.

Burner and Chimney, complete, for Insulated Brooder Stove, per set 55 cents; postpaid 70 cents.

IMPORTANT NOTICE!

When ordering extras for either incubators or brooders, customers must be sure to state style and size of incubator and the year manufactured, as shown on the name-plate, or packer's slip pasted inside egg chamber. To prevent error please describe machine. In case of brooders be sure to state style and size. It is absolutely necessary for us to have this information in order to supply parts that will fit your machine. Unless advised to the contrary we will always supply extras for goods of 1907 pattern. We positively will not be responsible for errors where customers fail to give the information as above required.

Improved Chick Shelters

For Use in Connection With The Style A, Storm King and Self-Regulating Colony Outdoor Brooders

TO meet the needs of our many customers and the poultry public generally we designed the Improved Cyphers Chick Shelter, as illustrated on this page, with a view to affording greater protection to the chicks than is offered by the ordinary home-made, wire-enclosed runs. By use of this shelter the chicks have an outdoor run and they are protected from sun and storm and



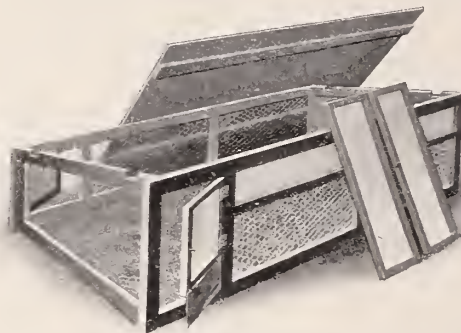
Chick Shelter, with Storm-Screens in Place.

also from marauding animals that so often reduce the flocks, especially where chicks are reared on town and city lots.

This shelter is made in two sizes, the larger of which is 11 feet 10 inches long by 3 feet wide. It is 20 inches high in front and 14 inches high in the rear. The small shelter is one half as long as the large size, the other dimensions being the same. The front and back are made of stout wooden frames covered with small-mesh wire netting. One end is made to fit the front of the Style A, Storm King and Self-Regulating Colony Brooders. The opposite end is closed.

Among the improvements in this Chick Shelter will be found a chick door on either side of the shelter next to the brooder, so that when the chicks are allowed to run outside they will readily find their way back, their most natural impulse being to run to the point nearest the brooder.

In addition to the old-style shelters we now supply *storm-screen of waterproof sheeting*, two for the small sized shelter and four for the large sized, in the form of *closely fitting panels* that fit in over the wire netting (see illustrations), so as to close the side of the shelter that is *toward the wind*, thus forming an effective wind-break, affording



Chick Shelter, with Storm-Screens and Roof Removed to Show Construction of Shelter.

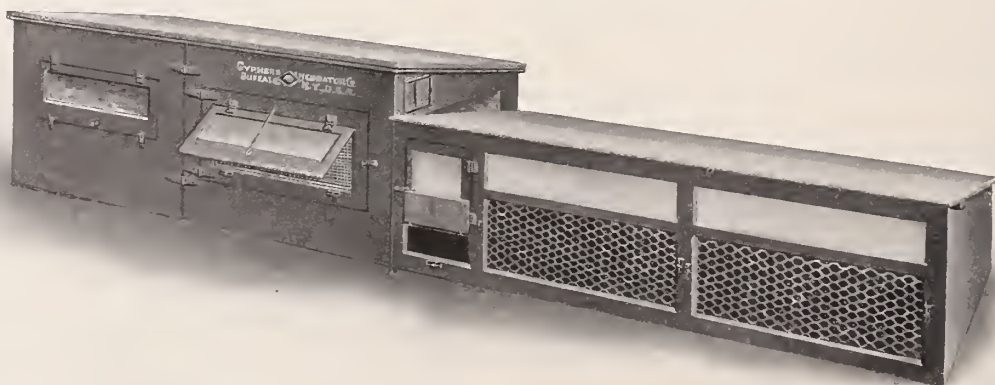
positive protection against wind and storm, and insuring a comfortable, enclosed out-door shelter and nursery, so that the chicks can have an open-air exercising space and will be safe under all weather conditions.

The roof of the large-sized chick shelter is constructed in two separate sections, so that the roof of either section can be raised *independently of the other*.

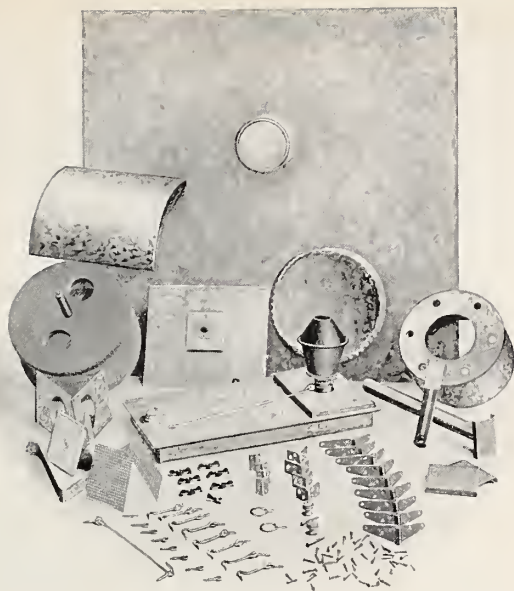
Prices of Chick Shelters

(Shipped knock-down at low freight rate.)

Large-sized chick shelter, 3 by 11 feet 10 inches, complete with water-proof screens	\$8.50
Small-sized chick shelter, 3 by 5 feet 11 inches, complete	4.75



Cyphers Self-Regulating Outdoor Colony Brooder with Small-Sized Chick Shelter Attached—a Complete and Safe Outfit for Growing Chicks.



Metal Parts for Style A Brooder

Cyphers Electric Regulator for Brooding Houses

WE have devoted much study to an electric regulator that would govern the temperature of a large room, and this electric regulator for brooding houses is the result. No one should try to run a nursery brooding house without a trustworthy regulator. The electric regulator illustrated herewith has been used by us on the Cyphers Company Poultry Farm and by numbers of our customers during several years, and can be relied upon to do the work. It will pay for itself many times over in fuel saved and the greater success insured in raising the chicks. Remember that the health and growth of the chicks demand a uniform temperature.

The Cyphers Electric Regulator consists of a thermometer, motor, battery, wire, chain, etc.

Price, Complete.....\$22.00

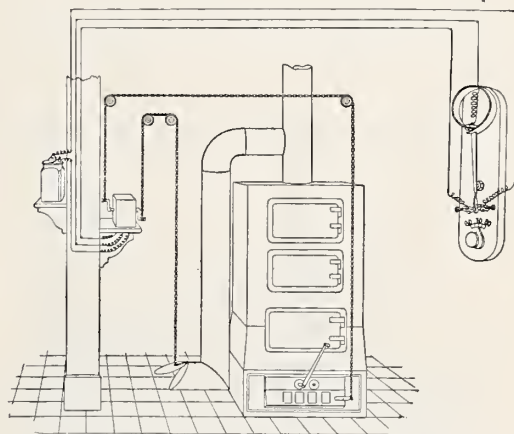
Metal Parts for Style

A Outdoor Brooders

TO meet the demand of those who wish to build brooders we have arranged to furnish the metal parts necessary for our Style A Brooders described on pages 71 to 79 inclusive. No plans are furnished with these metals, hence it will be necessary to purchase one brooder to use as a pattern. Metal parts are not supplied for building other Cyphers Company Brooders.

The Style A Brooder metals consist of the Cyphers Insulated Brooder Stove, complete with burner and chimney; galvanized-iron floor and heat drum; fresh-air tube; cylindrical chick-guard; circular wooden top with wood screw for chick guard; vents; hinges; screws; iron floor support; galvanized-iron cylinder for attaching to wooden floor; screw hooks and eyes; door buttons, and thermometer. Each package contains a full list of contents together with our regular circular of brooder directions.

Price of Style A Brooder Metals complete....\$6.00



Showing Cyphers Electric Regulator in Use

"Poultry-Plant Construction"



WE have incorporated in this valuable book the experience and knowledge of our specialists in the construction of poultry buildings. This book (9 x 12 inches in size) contains 64 pages, with numerous full-page drawings in detail of such practical poultry buildings as are needed in the operation of an up-to-date poultry plant, with specifications and complete lists of all materials used in their construction. They furnish every detail for the poultryman who wishes to erect his buildings with the least possible expenditure.

Any carpenter, or any person handy with tools, can erect the buildings according to schedule. Among the plans will be found incubator houses, brooding houses, scratching sheds, laying houses, colony houses, continuous houses of various kinds, etc., also drawings for the piping of brooder houses.

Price, \$1.00, postpaid.

Establishing Large Poultry Plants

THE Cyphers Company has a number of men in its employ who are fully competent to plan, lay out and direct the construction and equipment of large practical poultry plants. On request, we will furnish a man for this work, simply charging a reasonable sum per day and his actual expenses. We are prepared to fully equip large plants, co-operating with the builder of the plant in obtaining suitable materials of all kinds wherever they can be bought at the lowest prices.

Heater in Use at Monmouth Poultry Farm, Freneau, N. J.

Where the advice of our men is followed, we will guarantee the equipment of these large plants to do the work required.

It should be thoroughly understood by persons

intending to enter the poultry business that a plant laid out specially for the production of exhibition fowl is not particularly well suited for breeding market poultry. On the other hand, if the plant is laid out for the production of market poultry, it is not as well suited to the raising of exhibition birds as if it had been arranged especially with that view. The houses should be located differently in each case, and their construction should differ. The cost of construction varies accordingly. Houses and runs that are fitted for one breed may not be best adapted to the requirements of another.

The experts in our employ have experience in all branches of poultry culture, know the requirements, and are at all times ready to advise our customers in order that loss and disappointment may be avoided. It is advantageous to know what breed is best suited for egg production—what breeds lay white eggs, what breeds lay brown eggs. It is advantageous to know what breeds are best suited to the varying market requirements of different cities, what breeds first attain desirable weights and sizes, what breeds readily fatten or more readily put on size, bone, etc. It is advantageous also for the fancier to know what breed is in greater demand among his fellow fanciers, and what breed is likely to be more profitable. All these things our experts are competent to advise upon.

Blue-Print Plans and Specifications for Poultry Buildings

TO meet the demand for plans of poultry buildings we offer for sale at small cost a complete set of blue-print plans and specifications for practical time-tried poultry buildings.

All drawings we supply are planned with a view to *economy in construction* and a *saving of labor in caring for the fowls*. To save labor means to save money. These plans are carefully drawn to scale by experienced architects, acting under our direct supervision.

An additional charge is made for *architect's specifications* when supplied with blue-prints of breeding, laying and combination houses, as noted below. These specifications are the same as would be supplied by an architect if the buildings were especially planned for each individual customer. Such services from an architect would cost from \$25.00 to \$100.00, according to the size of the building.

Equipped with our blue-print plans and specifications the customer will be able to place same in the hands of a carpenter or contractor and can learn just what the buildings will cost before beginning their construction.

For Large Poultry Plants

Blue-print plans of combination building for large poultry plant including incubator cellar, food storage rooms with upstairs sleeping rooms for the workmen, heater-pit and nursery brooder wing adjoining, also cool brooder wing, all conveniently arranged and admirably planned, price \$1.50 postpaid.

A small combination house with feed room, heater-pit, and nursery brooder wing, price \$1.00 postpaid. If architect's specifications for either

combination building are wanted add \$2.00 each to the price of the blue-print plans.

Breeding House Plans

Breeding house, blue-print plans, 16 feet wide by 120 feet long divided into 8-foot pens, price \$1.00, postpaid. These houses can be built any length desired. If architect's specifications are desired add \$1.00 to price of the blue-print plans.

Plans for Laying Houses

Laying house, blue-print plans, 16 feet wide by 120 feet long divided into 16-foot pens with a room at one end, floored over to be used as a feed room or otherwise, price \$1.00 postpaid. These houses can be built any length desired. If architect's specifications are desired add \$1.00 to the price of the blue-print plans.

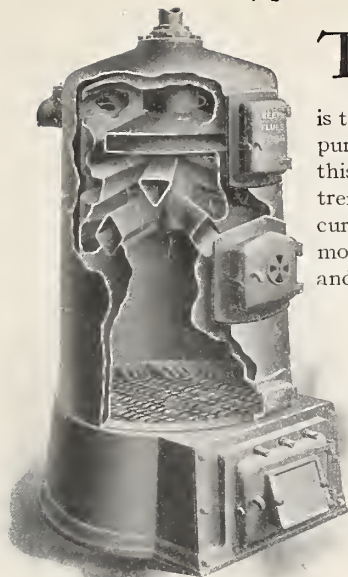
Brooder House Plans

Blue-print plans for brooding houses of the following sizes are kept in stock and will be mailed promptly, postpaid, upon receipt of price. Plans for brooder houses:

14 feet wide by	16 feet long,	25 cents	postpaid.
16 "	" "	20 "	30 "
16 "	" "	25 "	35 "
16 "	" "	30 "	40 "
16 "	" "	50 "	60 "
16 "	" "	60 "	70 "
16 "	" "	75 "	80 "
16 "	" "	100 "	90 "

Specifications are not required for the foregoing brooder houses as the blue-print plans contain the contractor's notes, giving necessary information.

Cyphers Brooding House Heaters



Cyphers Brooding House Heater—Sectional Interior View.

THE most important feature in a brooding house is the heater and its appurtenances. Realizing this, we have been extremely careful in securing the best and most reliable heaters and heating outfits.

It is in the brooding house that the efforts of the poultryman signify success or failure. If it is desired to economize, he should look to some other portion of his equipment on which to save, and not risk failure by

buying an inferior heater that will not do the work required—that will not supply heat enough to keep the chicks alive.

Our heaters have been designed especially for heating brooding houses, and in their manufacture several distinct objects have been kept in view: First, to furnish a boiler that would be simple in construction; second, a boiler easy to install; third, one that is economical in the consumption of fuel, and at the same time strong and durable—in very fact a *heater*.

A study of the illustration of the interior appearing on this page will show how thoroughly these combined objects have been accomplished. The boiler above the base is cast in one piece, insuring durability, as there are no joints to rust out or leak. The fire surface consists chiefly of a series of arms and a crown sheet, all having an upward rise from the sides to a central waterway, which extends from the lower tier of arms to the top of the boiler. This arrangement gives the minimum amount of friction, and insures a rapid and perfect circulation. The large direct fire and flue surfaces, combined with the rapid circulation of water, insure the greatest economy and efficiency.

All surfaces exposed to the flames and gases are surrounded by water, thus avoiding danger of warping or burning out.

The fire pot is unusually deep, giving a large space above the coal for the perfect combustion of gases.

The grates are of our anti-clinker shaking and *dumping pattern*, strong and durable, and so constructed that the air circulates freely around every part.

Doors are provided in the front of the boiler, affording access to every part where there is liable to

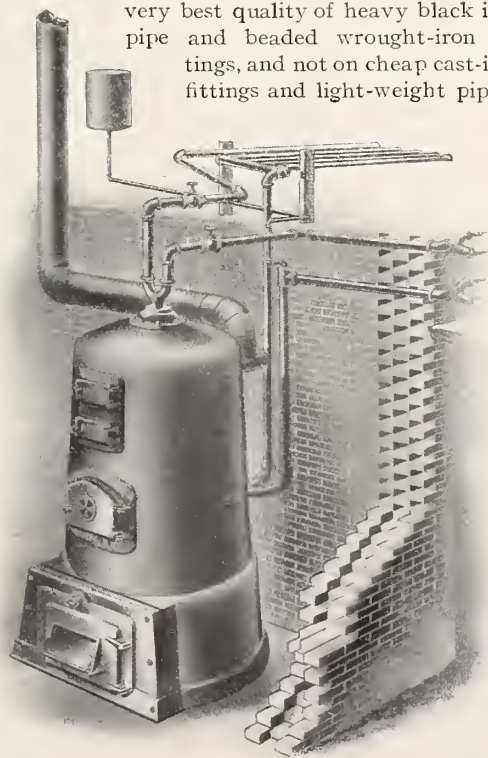
be an accumulation of soot or ashes, in order that it may be easily and thoroughly cleaned.

These boilers are adapted for hard or soft coal, coke or wood. While they are in use upon some of the largest plants in the country, they are made in five sizes, suitable for either large or small plants.

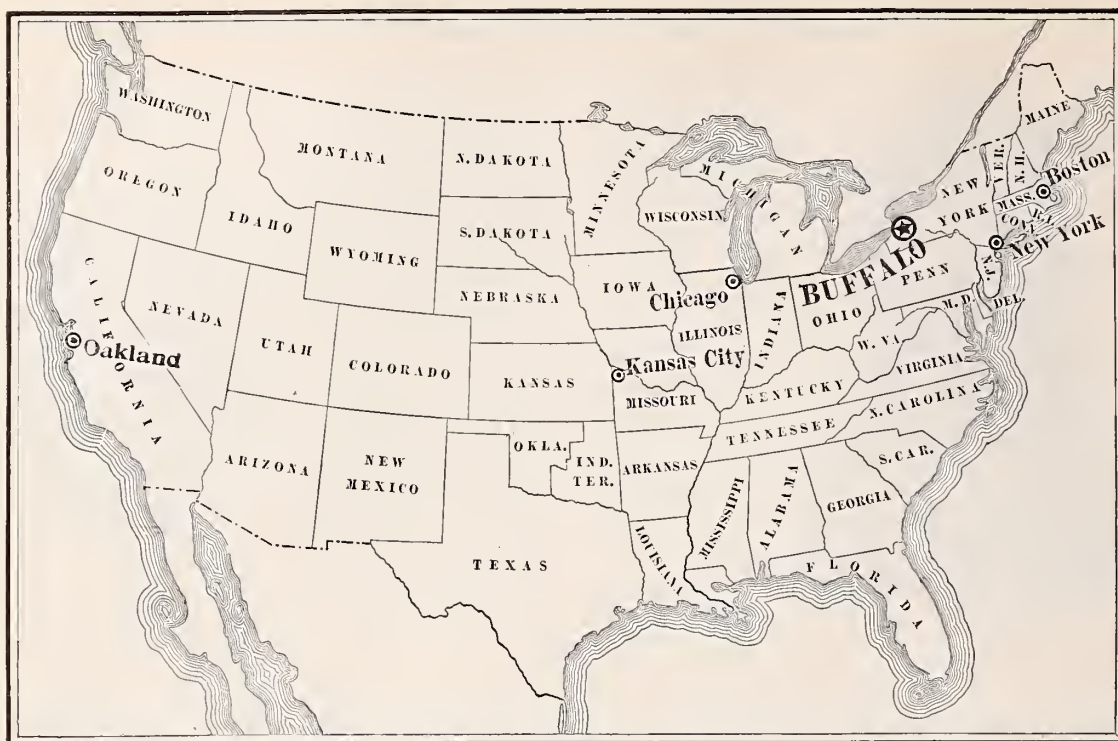
We will be pleased to advise our customers on the size of the heater required for any sized brooder house, also the number and sizes of pipes best suited to their requirements. In writing for this information, give the size of the house and the number of chicks to be brooded; state also whether the house will be used for brooding chicks or ducklings, and whether the poultry is intended for broilers, for egg production, for market or otherwise.

In advising what heater and pipes are best adapted, we will quote price on the complete outfit, or on the heaters singly, whichever may be required. Owing to the fluctuation of the iron and steel market, we have thought best not to quote prices here on these heaters, to be in force for an entire year, as we might quote too low or too high, either of which would be unsatisfactory. We hold ourselves in readiness to quote prices at any time, not only for these excellent heaters, but for steamfitters' piping to accompany same.

Please bear in mind that in quoting you on pipe and fittings we base our figures on the very best quality of heavy black iron pipe and beaded wrought-iron fittings, and not on cheap cast-iron fittings and light-weight pipe.



The Cyphers Brooding House Heater in Use.



Cyphers Company's Six Places of Business

OWING to the rapid growth of this company's business, and the widespread demand for goods of its manufacture, we recognized seven years ago the necessity of establishing branch houses and distributing depots, provided we were to serve the interests of our customers promptly and satisfactorily. At that time we opened modest trial offices at Boston and Chicago, which since have grown in volume of trade, until the Boston branch now occupies an entire building, five stories and basement, at 26-30 Union Street (see page 16), and the Chicago branch also occupies an entire building, consisting of six stories and basement (see page 18). Six years ago we opened an office and salesroom at No. 8 Park Place, New York City. These quarters soon proved inadequate, and, in 1902, this branch was moved to Nos. 21-23 Barclay Street (corner of Church Street), where we now occupy three large floors (see page 14). November 1, 1904, a branch house was opened at No. 2325 Broadway, Kansas City, Mo., and in December, 1904, we opened a store and branch office on the Pacific Coast, now located at No. 701-711 Linden Street, Oakland, Cal. (see page 20).

It was, and is, highly important that we place our goods as near our customers as practicable, so that they can receive our printed matter, obtain answers to correspondence and have their orders filled with the least possible delay. **To save time and money, therefore,** we ask all customers (meaning retail customers) to address our nearest office invariably (see above map). No matter to which office you write, you may rest assured of prompt and courteous treatment. At each of these branch houses and salesrooms we carry on display a full line of incubators, brooders, appliances, foods, and all other goods manufactured and sold by this company. **Customers and visitors are always welcome.** Call to see us if you can, and buy "on sight."

As heretofore, all Cyphers Company goods for the American and Canadian markets (except poultry foods and alfalfa products) will be manufactured at Buffalo, New York. We ship them in carload lots to New York City, Boston, Chicago, Kansas City and Oakland, ourselves paying all **transportation charges to these cities**, thus not alone working an important saving in time to our customers, **but also in money**, the purchaser paying the charges only from our place of business nearest his home town or railway station.

Very truly yours,

CYPHERS INCUBATOR COMPANY,

BUFFALO, N. Y.
Court and Fourth Streets.

CHICAGO, ILL.,
310 Fifth Avenue.

NEW YORK CITY, N.Y.
21-23 Barclay Street.

BOSTON, MASS.,
26-30 Union Street.

KANSAS CITY, MO.,
2325 Broadway.

OAKLAND, CAL.,
701-711 Linden Street.

Low Freight Rates on Cyphers Company's Goods

On this page will be found freight rates on the various articles manufactured by the Cyphers Incubator Company, from Oakland, Kansas City, Chicago, Buffalo, New York or Boston, to prominent points located in the territory accessible to our home office or branches. Shipments of retail orders are always made from the office nearest to destination.

The freight rates given on this page are only intended for the convenience of our customers, in estimating the approximate cost of delivery of their orders to their freight station. These rates are subject to change without notice, and in no case are we to be held responsible for freight charges or any changes therein.

Intending purchasers should bear in mind that no bill of lading is made out for less than 25 cents, and to obtain the cheapest freight rates from their station, they must buy in sufficient quantities to obtain the lowest rate. For instance, it costs 25 cents to send one bag of grit from Boston, Mass., to Nashua, N. H., and it costs the same for two bags, while four bags will be delivered for 32 cents. It is advisable for customers to combine with their neighbors and buy goods in as large quantities as possible, so that they may obtain the benefit of the best prices and lowest freight rates.

Freight is classified more or less according to its value. Incubators and brooders are given the first-class rate; chick food, other ready-mixed foods, beef scrap, meat meal, grit and oyster shells go fourth-class. Poultry netting, 20 per cent. below third-class. In the tables given below, the first, third and fourth-class rates are quoted. Branch houses will, on application, supply information concerning freight rates, for the convenience of customers.

Freight Rates per 100 Pounds from Buffalo, N. Y., to

	1st class	3d class	4th class		1st class	3d class	4th class
Atlanta, Ga.	\$1.32	\$0.98	\$0.76	Norfolk, Va.	\$0.59	\$0.41	\$0.28
Baltimore, Md. . . . .	.39	.28	.19	Ottawa, Ont. . . . .	.44	.30½	.21½
Binghamton, N. Y. . . . .	.33½	.22½	.15½	Pittsburg, Pa. . . . .	.35	.22	.14½
Cincinnati, Ohio. . . . .	.42	.27	.18½	Raleigh, N. C.	1.09	.76	.56
Cleveland, Ohio. . . . .	.27½	.20	.13	Rochester, N. Y. . . . .	.15	.10	.08
Harrisburg, Pa. . . . .	.39	.28	.19	Syracuse, N. Y. . . . .	.25	.18	.12
Jacksonville, Fla. . . . .	.95	.75	.70	Toledo, Ohio. . . . .	.36	.23	.16
Louisville, Ky. . . . .	.45	.30	.21	Toronto, Ont. . . . .	.30	.20	.15
Montgomery, Ala.	1.32	.98	.76	Troy, N. Y. . . . .	.34	.23	.16½
New Orleans, La.	1.16	.79	.61	Washington, D. C. . . . .	.39	.28	.19

Freight Rates per 100 Pounds from New York, N. Y., to

	1st class	3d class	4th class		1st class	3d class	4th class
Atlantic City, N. J.	\$0.34	\$0.23	\$0.19	Kingston, N. Y.	\$0.20	\$0.14	\$0.12
Bridgeport, Conn. . . . .	.17	.12	.09	Newark, N. J. . . . .	.08	.06	.05
Burlington, N. J. . . . .	.22	.15	.12	Newburgh, N. Y. . . . .	.15	.11	.10
Camden, N. J. . . . .	.22	.15	.12	Philadelphia, Pa. . . . .	.22	.15	.12
Cape May, N. J. . . . .	.36	.23	.20	Poughkeepsie, N. Y. . . . .	.18	.13	.11
Carmel, N. Y. . . . .	.20	.15	.12	Reading, Pa. . . . .	.30	.21	.15
Danbury, Conn. . . . .	.19	.14	.11	Stamford, Conn. . . . .	.15	.11	.09
Easton, Pa. . . . .	.22	.15	.12	Trenton, N. J. . . . .	.20	.13	.09
Goshen, N. Y. . . . .	.25	.19	.14	Waterbury, Conn. . . . .	.20	.14	.11
Hudson, N. Y. . . . .	.23	.14	.12	Wilmington, Del. . . . .	.28	.19	.14

Freight Rates per 100 Pounds from Boston, Mass., to

	1st class	3d class	4th class		1st class	3d class	4th class
Augusta, Maine	\$0.30	\$0.20	\$0.18	New Haven, Conn.	\$0.24	\$0.18	\$0.15
Ayer, Mass. . . . .	.12	.10	.07	Newport, R. I. . . . .	.20	.16	.12
Bangor, Maine . . . . .	.30	.20	.18	North Conway, N. H. . . . .	.26	.21	.16
Bellows Falls, Vt. . . . .	.30	.20	.15	Portland, Maine . . . . .	.20	.12½	.10
Brattleboro, Vt. . . . .	.25	.19	.15	Providence, R. I. . . . .	.17	.11	.08
Concord, N. H. . . . .	.18	.15	.11	Rochester, N. H. . . . .	.19	.14	.11
Dover, N. H. . . . .	.19	.14	.11	Rutland, Vt. . . . .	.30	.22	.19
Fitchburg, Mass. . . . .	.15	.11	.09	Springfield, Mass. . . . .	.21	.15	.13
Greenfield, Mass. . . . .	.23	.18	.14	St. Johnsbury, Vt. . . . .	.45	.31	.21½
Lewiston, Maine . . . . .	.30	.20	.17	Westerly, R. I. . . . .	.24	.18	.15
Manchester, N. H. . . . .	.15	.12	.09	Woonsocket, R. I. . . . .	.16	.11	.08
Nashua, N. H. . . . .	.13	.10	.09	Worcester, Mass. . . . .	.13	.10	.08

Freight Rates per 100 Pounds from Chicago, Ill., to

	1st class	3d class	4th class		1st class	3d class	4th class
Billings, Mont.	\$2.85	\$1.98	\$1.65	Natchez, Miss.	\$1.10	\$0.75	\$0.58
Bismarck, N. D.	1.60	1.07	.76	Owensboro, Ky. . . . .	.48	.30	.22
Cheyenne, Wyo.	2.05	1.25	.97	Pierre, S. D.	1.22	.80	.60
Indianapolis, Ind. . . . .	.31½	.21½	.14	Portland, Ore.	3.00	2.20	1.90
Lansing, Mich. . . . .	.36	.23	.16	Springfield, Ill. . . . .	.39	.25	.18
Madison, Wis. . . . .	.38½	.25½	.17½	St. Louis, Mo. . . . .	.52	.34	.28
Nashville, Tenn. . . . .	.78	.53	.40	St. Paul, Minn. . . . .	.60	.40	.25

Freight Rates per 100 Pounds from Kansas City, Mo., to

	1st class	3d class	4th class		1st class	3d class	4th class
Denver, Colo.	\$1.25	\$0.80	\$0.65	Des Moines, Iowa	\$0.60	\$0.35	\$0.27
Ft. Worth, Texas	1.17	.96	.89	Little Rock, Ark.	1.10	.74	.62
Guthrie, O. T. . . . .	.95	.74	.64	Natchez, Miss.	1.15	.77	.60
Santa Fe, N. M.	1.70	1.35	1.20	Omaha, Neb. . . . .	.40	.25	.20
Topeka, Kas. . . . .	.29	.19	.15				

Freight Rates per 100 Pounds from Oakland, Cal., to

	1st class	3d class	4th class		1st class	3d class	4th class
Boise, Idaho (via Portland)	\$1.95	\$1.60	\$1.55	Lewiston, Idaho	\$1.80	\$1.26	\$1.02½
Los Angeles, Cal. . . . .	.60	.42½	.37½	Ashland, Ore.	1.63	1.34	1.26
Portland, Ore. . . . .	.51	.41	.41	Logan, Utah	2.13	1.53	1.29
Seattle, Wash. . . . .	.96	.74	.70	Spokane, Wash.	1.80	1.26	1.02½
Bakersfield, Cal. . . . .	.83	.72	.68	Fresno, Cal. . . . .	.55	.47	.44
Phoenix, Ariz.	2.24	1.69	1.55	Hollister, Cal. . . . .	.29	.24	.22
Salt Lake City, Utah	1.72½	1.28½	1.07	Corning, Cal. . . . .	.60	.52	.46
Tucson, Ariz.	2.15	1.60	1.45	Hanford, Cal. . . . .	.63	.54	.51

Chapter II.—Review of Our Great Poultry Markets

Greater Opportunities for Making Money with Poultry—Statistics Showing the Increase in Prices from 1901 to 1906—Better Profits at No Greater Cost of Production

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BETTER opportunities for making money in the poultry business exist at the present time than ever before in the history of the industry. Prices of eggs and poultry during the past five years have steadily advanced, the fluctuation of prices has become notably less in the better grade of eggs, and, judging from the prevailing high prices, the supply of fresh eggs and good market poultry is far short of the demand. Higher prices of other animal foods, notably beef, lamb, mutton and pork, have doubtless had their effect in stimulating the demand for poultry and poultry products as an agreeable and satisfying substitute. According to the food tables published in Bulletins Nos. 23 and 142 of the U. S. Department of Agriculture, eggs at 30 cents per dozen and dressed fowls at 20 cents a pound have practically the same food value as beef sirloin at 25 cents per pound; so that besides proving an agreeable substitute, poultry and eggs prove desirable also from a standpoint of economy, besides being an actual necessity to furnish variety in the daily diet.

In Volume V of the Twelfth Census of the United States we find the following reference to poultry raising:

"It is only within comparatively recent years that the production of poultry and poultry products has assumed the proportions of a distinct industry. It was, and to a decreased extent is yet, a sort of collateral undertaking, or mere incident in general farming, conducted by the farmer's wife. With but little attention given to the welfare of fowls, the returns are often meagre and unsatisfactory, but when intelligently conducted there is probably no branch of animal industry from which are secured such quick returns on money invested. The poultry keeper can, if he so desires, follow a special branch of the industry. Egg production, 'broiler' raising, capon rearing, and the dressed-poultry market all offer inducements.

"Around several of the large centers of consumption, such as Boston, Philadelphia, Chicago, and New York, the raising of early spring chickens, or 'broilers,' is carried on extensively. Often the early chickens are secured by means of the 'hothouse' plan, the chickens being kept indoors under glass where weather conditions do not affect them. Hammonton, N. J., has for many years been the site of large farms for raising broilers, but of late years the industry has somewhat declined in that place. It is a business requiring skill, energy, and some capital. Good prices are obtained and, if thoroughly understood, the business proves lucrative. The principal requisites of a good broiler are a rich yellow skin, free from pin feathers, a short back, deep body, full breast, and short legs."

Essentials of Success—Market Requirements

The article from which the above was quoted was published in the year 1902. Today, with the improved market conditions, the skilled poultryman has much greater opportunities for money making, but in order to succeed he must take into his business a reasonable amount of knowledge and experience to enable him to properly conduct the branch or branches of the poultry industry in which he expects to engage. Knowledge and experience in the business are as essential in poultry work as in all other lines of endeavor, and no one can expect to succeed until these requisites are obtained, and knowledge and experience

alone will not suffice unless they are diligently applied through careful and conscientious work. Poultry work, like all work with live stock, is of necessity confining, requires long hours and careful attention to little details at all times. An intelligent, energetic and skillful man will succeed and make money, where one who is careless, slack and inattentive to minor details, will make a flat failure.

While it is true that there is a good and ever increasing demand for strictly first-class market poultry and eggs, it is also true that the majority of our markets are at times abundantly and sometimes over-supplied with inferior, thin, scraggly chickens and fowls that are practically all skeleton, and eggs that are of questionable repute. Fine, fat, plump fowls ranging from four pounds each and over, are always in demand, both live and dressed, in all of our large markets. Soft roasting chickens, undoubtedly one of the most profitable products of the poultry farm, are constantly in demand at high prices for fine, plump, meaty, full-breasted, well-fatted birds. Broilers still continue to be a product that is in demand chiefly in the spring and early summer, and only those that are fat, plump and full meaty bring the top quotations.

It is of the greatest importance for the poultryman to study his markets and its requirements. All markets have their peculiarities and these must be noted and carefully catered to, if the greatest returns are to be secured.

Boston and New York markets prefer dry picked poultry and only take the scalded product at a discount. Philadelphia and San Francisco insist upon dry picked poultry, scalded not wanted. Washington, Baltimore, Chicago and St. Louis prefer scalded poultry except for storage purposes, when dry picked is preferred. New York, Washington and San Francisco markets exhibit a preference for white-shelled eggs, and these when of first quality sell at a premium of a few cents per dozen above the highest market quotations. Boston and Philadelphia prefer and pay higher prices for eggs having dark brown shells. So far as noted the other markets exhibit no special preference as to color of eggs, but in all markets eggs should be graded as to color. Lots in which the color of shells is uniform sell much more readily and at better prices than those in which white and brown eggs are mixed.

Better Prices Everywhere for Eggs and Poultry

Referring to Table No. III, which gives the wholesale prices of best fresh eggs per dozen in New York, Boston, Chicago and St. Louis markets, it will be noted that there has been a very considerable increase in the prices paid for high-grade fresh eggs since 1901. Not only has there been an actual increase in the price per dozen, but also the market quotations for the respective months are steadier. For the year 1905 New York market shows an increase in prices over the year 1901 of 29 per cent.,

Table No. I

THE COST OF POULTRY FOOD

Average Farm Value of Feeding Grains, Price per Bushel December 1st. Figures from Bureau of Statistics, U. S. Department of Agriculture 1901-1905

	1901	1902	1903	1904	1905
	CENTS	CENTS	CENTS	CENTS	CENTS
Corn	60.5	40.3	42.5	44.1	41.2
Wheat	62.4	63.0	69.5	92.4	74.8
Oats	39.9	30.7	34.1	31.3	29.1
Barley	45.2	45.9	45.6	42.0	40.3
Buckwheat ..	56.3	59.6	60.7	62.2	58.7

NOTE.—In the majority of States in the Union the legal weights per bushel are: Corn, 56 lbs.; Wheat, 60 lbs.; Oats, 32 lbs.; Barley, 48 lbs.; Buckwheat, 50 lbs.

Table No. II

NEW YORK AND BOSTON EGG MARKET FOR 1906

Wholesale Prices in Cents per Dozen of Best Fresh Eggs

DATE	NEW YORK		BOSTON	
	LOW	HIGH	LOW	HIGH
1906				
January	22	28	24	32
February	15½	22	21	25
March	17	18	20	21
April	18	20	20	21
May	19	20	19	20
June	18	20	21	23
July	20	22	24	26
August	20	23	26	29

NOTE.—Owing to the extremely mild winter which favored egg production and increased shipments, prices of eggs during the forepart of 1906 show a lower range of prices than in 1904 and 1905 for the same period. This was due entirely to the peculiar market conditions, the warm weather, and the unusually liberal supply of eggs at this season of the year. The shrinkage was felt much more heavily by the dealers than by the producers, many dealers being obliged to sell eggs for less than they paid for them rather than risk holding them on the chance of colder weather bringing an advance in prices.

REVIEW OF OUR GREAT POULTRY MARKETS

Boston 32 per cent., Chicago 33 per cent., St. Louis 36 per cent. The great improvement of prices in the western markets is a most notable one.

Referring to Table No. IV it will be seen that the prices of both live and dressed poultry have also been greatly improved during the same period in the two largest markets of the East, New York and Boston. A corresponding improvement has been noted in the great markets of the West. This increase in price has been accomplished through the greater demand for strictly high-grade poultry and eggs throughout the country.

No Increase in Cost of Production

The cost of producing poultry and poultry products has not increased materially during the same period, in fact, for all practical purposes it remains about the same, as will be seen by referring to Table No. I, which shows the cost of poultry food, the principal feeding grains, for the years 1901 to 1905 inclusive. These figures are average farm values, the price per bushel on December 1st of the respective years, as estimated by the Bureau of Statistics of the U. S. Department of Agriculture.

According to these figures we find that corn had actually an average farm valuation of 34 cents less per hundred pounds in 1905 than it did in 1901, while wheat had advanced a little more than 20 cents per hundred weight. Oats cost approximately 21 cents less per bag (two bushels), while barley was worth 10 cents less per hundred and buckwheat 5 cents more per hundred pounds.

In Table No. II will be found the wholesale price of eggs per dozen for New York and Boston markets for the first eight months of the year 1906. It will be noted that for January, February and March, the price of eggs ranged lower than during the same period in preceding years. This condition was brought about by the uncommonly warm winter weather which resulted in unusual egg production and a greater supply of eggs shipped into our great eastern markets, breaking down the customary high price of eggs during this period. By referring to the table it will be noted that this condition was promptly relieved and that during the remaining five months eggs were quoted steadily at higher and more normal prices. All indications at the present writing, September, 1906, tend toward much higher prices for eggs and poultry products during the fall and winter of 1906-'07 than during the same period for 1905-'06.

Improved Methods of Shipping Poultry Products

The great improvement in the method of handling poultry and eggs, and the better transportation facilities all combine to make it easier for the poultryman to get his product to market in the best condition. Live poultry is now handled to a great extent in specially constructed live-poultry cars capable of carrying from 16,000 to 18,000 pounds of live poultry in a car, or from 3,500 to 4,200 head. Eggs and dressed

poultry are cared for in refrigerator cars so constructed as to insure the goods arriving in the best possible condition.

During the month of October, New York City market alone received an average of about 68 carloads per week of live poultry averaging 16,000 pounds each, all of which were for consumption in Greater New York. This same market in April of the same year received an average of 49

Table No. III

REVIEW OF THE EGG MARKET

Wholesale Prices of Best Fresh Eggs per Dozen in the Leading Markets of the United States 1901-1905

(Prices given are in cents per dozen.)

DATE	NEW YORK		BOSTON		CHICAGO		ST. LOUIS	
	LOW	HIGH	LOW	HIGH	LOW	HIGH	LOW	HIGH
1901								
January ...	19½	27	27	40	17	24	16	19
February ..	17	24	23	27	14	19	14	18
March	14	19	16	20	12	17	10½	14
April	12	15	15	17	11	12½	10½	12
May	12	15	14	16	10	12	10	11
June	12½	15	14	19	10½	12½	9	11
July	13½	16½	16	20	10	13	9	10
August	15	18	17	23	12	14½	10	12
September ..	17	21	17	24	13	17	12	16½
October	19½	22	25	29	16½	19	16	18
November ..	22	28	24	35	19	23½	18	22
December ..	26	33	35	40	23	28	22	25
Average	19		22		15		14	
1902								
January ...	25	35	30	38	18	28	22	26
February ..	27	37	30	38	23½	33½	21	32
March	15½	30	20	30	13½	26½	13½	26½
April	15½	18	17	20	14	13½	13½	15½
May	17	18½	17½	19	14½	15½	13½	15
June	17	20	18	21	14½	17	13	15½
July	19	20½	21	24	17	18	11½	14½
August	19	22	25	27	16	18	13	16
September ..	20	24	27	30	17	20½	15	20
October	24	26	28	30	20	22	17	18½
November ..	23	30	30	38	21½	24	19½	22½
December ..	26	32	28	38	20	25	20½	22½
Average	21½		25		18½		17	
1903								
January ...	22	33	28	32	21	26½	17½	22½
February ..	15	23	23	28	14	20	12½	18
March	14½	19	20	22	12½	20	11	16½
April	14½	16	17	18	12½	15½	11	14½
May	15½	17	15½	18	13	15	12½	14
June	15½	18½	20	22	12½	15½	12½	15
July	16	18½	23	24	11	16	11	12½
August	17	21	22	27	11	19	14	19
September ..	20	24	26	31	16	20	18½	19
October	25	26	28	34	17	23	19	21½
November ..	27	34	32	39	18	28	21	26
December ..	30	37	38	42	22	30	24	28½
Average	22		25		17		17	
1904								
January ...	31	39	35	40	22	34½	28	29
February ..	21	34	35	37	18	33½	17½	29
March	18½	19½	20	25	14½	20	13½	16
April	18	19	19	20	15½	18½	14½	15½
May	17½	19	19	20	14	18	13	15½
June	17½	19	21	22	13	17½	14½	15½
July	18	20½	23	25	11	20	13	17½
August	20	23	26	27	11	20½	16	19½
September ..	23	24	27	29	13	22	17½	20½
October	21½	24	30	33	15	23½	19	20½
November ..	25	32	35	40	17	28	21½	27
December ..	28	34	35	40	16	30	24	27
Average	23½		30		19		19	
1905								
January ...	27	30	32	35	18	31	22	29
February ..	35	37	34	35	20	36	28	34
March	18	28	20	30	14½	31	14	22½
April	17½	18½	20	21	14½	19	14½	16
May	18½	19	20	21	14	18½	12½	17
June	18½	19	21	22	12	17½	14	16
July	19	22	23	25	12	20½	10½	14
August	22	25	25	27	12½	22	14	16½
September ..	21	24	27	30	13	22½	16½	17
October	24	25	32	33	15	25	16½	19
November ..	28	33	35	40	16	30	19	24
December ..	29	33	38	42	18	31	22½	24
Average	24½		29		20		19	
Increase								
1905 Prices	29%		32%		33%		36%	
Over 1901								

NOTE.—Averages given are for the entire year, figured from weekly reports. Strictly fancy nearby guaranteed fresh eggs will bring in all markets from 2 to 5 cents per dozen above the highest quotations.

REVIEW OF OUR GREAT POULTRY MARKETS

carloads of eggs daily, practically an average of 584,280 dozens of eggs per day consumed in New York City. Figured at the prevailing wholesale price of 18 cents per dozen, this represents a total valuation of \$3,155,160.60 worth of eggs dis-

posed of in the New York market during the month of April.

From these figures it will be seen that during the month of October it would require a daily live-poultry train containing an average of 10 cars occupying 355 feet of track space at the average length of 35½ feet each to supply New York City, and a train to convey the average daily egg supply during the month of April would require 40 refrigerator cars having an average length of 43 feet per car, occupying about four-tenths of a mile of track space.

Table No. IV

REVIEW OF THE POULTRY MARKET

Highest Wholesale Prices of Live and Dressed Poultry in New York and Boston Markets 1901-1906

(Prices given are in cents per pound.)

DATE	NEW YORK				BOSTON			
	FOWLS		CHICKENS		FOWLS		CHICKENS	
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed
1901								
January.....	10½	11	9	16	..	20	9½	14
February.....	11	10	10	16	..	35	10½	12
March.....	11½	11½	10½	17	..	35	10½	13
April.....	10½	10	9	17	..	35	11	14
May.....	11½	10½	..	25	35	10½	14	25
June.....	11	10	22	28	..	22	10½	14
July.....	11½	11½	18	23	16	26	10½	14
August.....	10	10½	14	20	..	..	10	14
September.....	12	11½	11	15	..	12	14	12
October.....	10½	13	10	13½	..	20	9	12
November.....	8½	9	9½	12	..	16	9	12
December.....	10	10	9	16	..	22	9½	12
1902								
January.....	9	9	10	20	..	11	13	10½
February.....	12½	12	10½	17	..	24	11½	15
March.....	12½	12	10½	18	..	27	11½	14
April.....	13	12½	..	17	..	35	12½	14
May.....	12	13	..	19	..	40	12½	15
June.....	15	13½	25	32	25	40	12½	15
July.....	13	13	18	20	18	28	12	15
August.....	13½	13½	14	20	..	20	12	15
September.....	13	13½	14	18	..	20	12	15
October.....	13	14	13	20	..	22	11½	15
November.....	10	11½	10	17	..	22	11	15
December.....	12½	13	12	18	..	24	12½	15
1903								
January.....	13	13	10	18	..	24	12½	15
February.....	14	13	12	17	..	..	13½	15
March.....	13	14½	..	15	..	30	14	15
April.....	14	13½	..	19	..	40	14½	16
May.....	14	14	25	30	20	40	13½	16
June.....	14	15	20	30	25	40	13½	15
July.....	12½	13	19	20	..	25	13	15
August.....	12	13½	14	20	..	20	13½	16
September.....	14½	14	13½	22	..	18	13	14½
October.....	13	14	12½	20	..	22	11½	15
November.....	10½	10½	11	19	..	22	10½	14
December.....	11½	13½	10½	18	..	23	12½	15
1904								
January.....	14	15	13	19	..	25	12	14
February.....	13	14	12	20	..	35	14½	15
March.....	14½	14	12	19	..	35	14	15
April.....	15	14	13	18	..	40	14½	15
May.....	13	13½	13½	20	35	50	13	15
June.....	14	13	20	25	25	35	13	15
July.....	15	13½	18	25	19	30	12	14
August.....	14	14	15	20	16	22	13	16
September.....	14	14	15	22	12	15	13	15½
October.....	12	13½	12	23	..	15	11	15
November.....	12	12½	11	20	..	15	10½	15
December.....	12	11	11	20	..	15	12	14
1905								
January.....	14½	13½	13	17	..	15	12½	14
February.....	14½	14	12	21	..	20	14	16
March.....	15	13½	12	21	..	22	14½	16
April.....	15½	14	12	20	..	40	14	16
May.....	13½	14	13½	20	38	45	14	16
June.....	15	13½	..	20	24	45	14	16
July.....	14½	14	15	18	20	30	13	15
August.....	13½	12½	15	18	15	19	13½	15
September.....	14	14½	14	20	14	20	13½	16
October.....	14	15	13½	23	13½	24	12½	15
November.....	12	14	12	21	12	24	11½	14
December.....	12½	14	11	20	..	24	12½	15
1906								
January.....	14	15	12	20	..	25	13½	15
February.....	12½	14½	10	19	..	25	13½	16
March.....	14½	14½	..	19	..	35	13½	16
April.....	16	14	..	19	..	40	15	16
May.....	14	14	..	22	25	35	14	16
June.....	14½	14	25	25	32	13½	15	25
July.....	14	14½	18	23	18	28	13	15
August.....	14	14	14	20	14	23	14	16

NOTE.—There is no relationship between the prices of live and dressed poultry in this table, in many cases the offerings differ in quality and the quotations are for the best goods offered in each class.

By way of comparison, it is interesting to know that the total valuation, for the same month of April, 1905, of eggs handled in the Philadelphia market was \$598,908.60, while Boston market during the same month consumed \$1,714,752 worth of eggs, the average price for the month in Philadelphia being 18 cents, while that in Boston was 20 cents per dozen. April is usually the month of heaviest shipments and lowest prices.

In the great markets above mentioned only a comparatively small number of eggs are received from nearby sources, the great bulk of the better class of eggs coming from the West, while a fair proportion also come from poultry raising sections in the South. High-class dependable eggs, regardless of color, will sell readily in all the large markets of the United States, medium and large-sized eggs selling best.

While it is always advisable to endeavor to supply only the highest class poultry and poultry products to the market, every poultry farm is liable to produce a certain small percentage of inferior quality goods. These never need be marketed at an actual loss, since there is always a market for goods of this sort in our large cities at a price slightly above the cost of production. All such inferior quality products should be disposed of separately and never combined or shipped with the better class of goods.

The figures given in the tables are compiled from the market reviews and reports for the cities mentioned, and represent in each case the wholesale prices quoted for the better quality produce. It is, however, possible in nearly all markets to get a premium above these prices for guaranteed strictly fresh eggs, and for exceptionally high-grade soft-meated chickens or extra plump young fowls. These higher grades are undoubtedly the most profitable to produce and the cost of production is no greater per pound than that of the inferior product.

The watchword for poultrymen throughout the country should be "better poultry and more of it," thereby insuring a maintenance of these better prices which indicate prosperity in the poultry industry.

PORTABLE POULTRY HOUSES

Shed-Roof—Suburban—Hare-Curtis—Apex

THE aim in designing the portable houses illustrated and described in the following pages has been to meet the widely-different requirements of the many persons who wish to keep a few fowls, but who are not favorably situated to build poultry houses. Portable, as used in this connection, means a poultry house that need not be attached permanently to the ground; that can be moved readily from place to place, either set-up or knock-down; that can be disconnected and carted away when the owner "moves"; that is manufactured complete and shipped in knock-down form in a compact package, thus securing lumber freight rates, or nearly so.

Thousands of persons living in cities and villages, on comparatively small lots, wish to keep poultry—a few fowls for home use and pleasant recreation—but are not so situated that it would pay them to build permanent poultry houses. Furthermore, these desire-to-be poultry keepers expect to move, sooner or later, and it is common knowledge that if a man puts up a building of any kind on another man's land, a building that is attached to the land, it legally becomes the property of the landlord, unless arranged otherwise by contract.

In England they have "twelve months of grass," as the saying is, which is conducive to successful stock raising. Furthermore, about seventy-five per cent. of the land there is owned by less than five per cent. of the population; hence there are hundreds of thousands of "tenant farmers" and small lease holders who are unwilling to erect permanent buildings on land that belongs to someone else. One result of this condition has been that the manufacture of so-called "poultry appliances," consisting chiefly of portable houses, brood coops, etc., equals, if it does not exceed, the manufacture and sale of incubators and brooders.

The four portable houses illustrated and described in the next few pages are modifications of the best types developed in England after many years' experience. We have aimed to adapt them to the climatic conditions of this country, and the large demand for these houses is evidence that they have met with the approval of poultry-keepers whose needs in this line we have endeavored to supply.

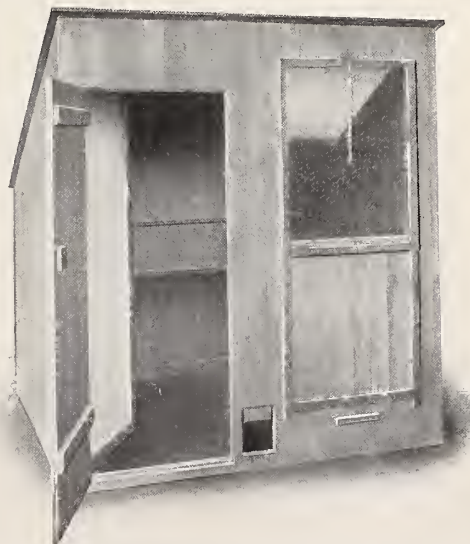
Shed-Roof, Canvas-Lighted House

**Simple in Design. Inexpensive. Easy to Set Up.
No Windows to Break. Roomy,
Healthful, Convenient**

THIS is the simplest type of poultry house that can be built, and is also the least expensive. While it is not ornamental in any sense, it is strictly serviceable and will answer the purpose as well as though it had a mansard, gable roof, with a gold-leaf rooster on top of it for a weather vane. This house has been tested by practical poultrymen working under varying conditions and now represents every improvement that experience can suggest.

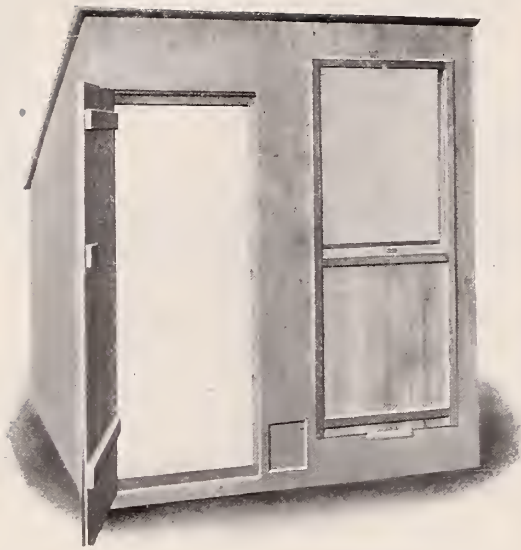
The dimensions are as follows: Floor space, 5 feet 10 inches x 6 feet. Height in front, 6 feet 10 inches. Height at rear, 4 feet. Length of roof, 6 feet 10 inches. Wooden door, 5 feet 8 inches x 2 feet 2 inches. Canvas door, 5 feet 8 inches x 2 feet. Window, 2 feet 7 inches x 2 feet. Window shutter, 2 feet 9 inches x 2 feet 2 inches. Droppings board, 20 inches x 6 feet.

Material used, $\frac{3}{4}$ -inch kiln-dried selected white pine, dressed on both sides, tongued, grooved and closely matched.



Shed-Roof, Canvas-Lighted House, Open, Showing Canvas Door and Window. Price, \$20.00.

PORTABLE POULTRY HOUSES



Shed-Roof House, Canvas Door and Window Closed.

There is no glass to this house, water-proof sheeting being used instead, thus removing all danger of broken windows, either in shipment or when moving the house from place to place, and while in storage. The best quality of water-proof, paraffined sheeting is used, which freely admits the light, but keeps out wind and rain. In addition to the ordinary wooden door there is an inside door made of water-proof sheeting.

The construction of this house is a distinct improvement over the old type that had canvas fronts with no other protection against cold weather. An up-and-down board shutter is furnished for closing the window snugly and tightly during the night, and the outside wooden door when closed (see illustrations) makes this house warm and comfortable for the fowls, regardless of winter weather. During the day the shutter is let down, the wooden door left open and the canvas door closed. By this means plenty of light is admitted and the house is practically a scratching shed with canvas front.

Thus equipped, this house possesses all the advantages of both the closed and the curtain-front poultry buildings and none of their disadvantages. At will the owner can have an open-front scratching shed, a scratching shed with a canvas front or a closed house, the changes being accomplished in a few moments by simply opening or closing the doors and shutters. All this is combined in one neat, attractive portable house, which can be readily made to accommodate itself to any and all climatic conditions, and to serve as a safe and comfortable house for choice breeding stock in any climate.

We regard this low-priced and simple shed-roofed house as one of the best, cost considered, that can be designed for use on large poultry farms where ample range is afforded, or for a pen of fowls in any small enclosure. Such a house can be readily

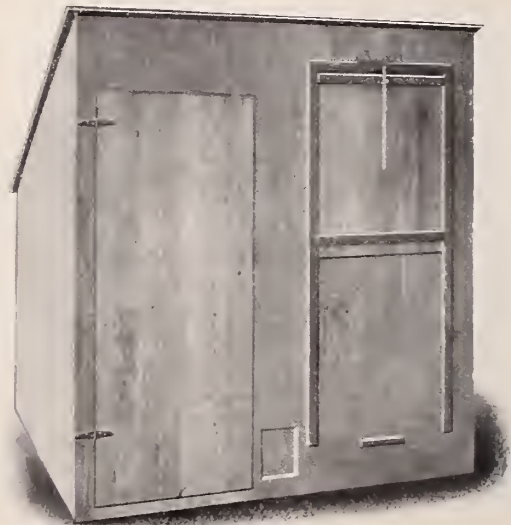
moved from place to place. With 40 such houses we could "house" 400 head of laying stock, and give them such care, with a minimum of labor, that they would thrive well and pay big returns on the outlay.

With the object of saving cost, also expense in freight charges, no floor is furnished with this house. The purchaser can either furnish a rough-board floor locally, or set the house up on brick or stone, and then fill it in to a level of the sills with cinders, gravel, sand or dry earth, as preferred. For summer use we advise a dirt floor; for winter use a board floor. If young chicks are to be kept in this house at any time of the year, in a neighborhood where rats abound, and a board floor is not provided, then one-inch-mesh wire netting should be securely nailed across the bottom of the house, and then the gravel, earth or sand filled in on top of this, thus rendering the house rat-proof when closed for the night.

The window frame to which the water-proof sheeting is attached is swung on hinges at the top, and therefore can be hooked back against the ceiling of the poultry house, out of the way. Two-inch-mesh wire netting covers this window space. The droppings board is of tongued and grooved white pine, and the roost is a 2 x 2-inch basswood pole with beveled corners.

The construction of the house is such as to present a neat and substantial appearance. It is painted attractively in two colors—green with red trimmings, double coat. Will accommodate 8 to 15 fowls, depending on size of breed—8 of the Asiatics, 10 to 12 of the American or English breeds, or 15 of the Mediterranean class.

Price, complete, f. o. b. cars Buffalo and all branch houses except Oakland.....\$20.00



Shed-Roof, Canvas-Lighted House—Door and Wooden Shutter Closed.

Suburban Poultry House

An American Adaptation of the Best English Types. Designed Specially for Use of Suburbanites or Others Who Want a Many-Featured, Knock-Down, Portable House for a City Lot or Other Small Enclosure. A Complete House that the Owner Can Take With Him When He Moves, or Can Store in Compact Form When Not in Use.

LIKE any other really-valuable device, the Suburban Poultry House, as shown in the three accompanying illustrations, will be self-explanatory, at least to all persons who are familiar with the habits and requirements of fowls. To such persons the many valuable features combined in this house will at once recommend themselves.



Fig. I, Suburban Poultry House—Front View.

The dimensions of the Suburban Portable Poultry House are as follows: Floor space, 5 x 6 feet. Height to eaves, 5 feet. Height to ridge pole, 7 feet. Height of board floor from ground, 25 inches in the clear. Distance from board floor to peak of roof, 4 feet 10 inches. Entrance door, 4 feet 7 inches x 25 inches. Upper window, 24 x 20 inches. Lower window, 36 x 13½ inches. Rear door (where eggs are removed and droppings board is cleaned) 35 x 12½ inches. Height of rear door from ground, 2 feet 8 inches. Droppings board, 5 feet 10 inches x 22 inches. Number of nests, 3. Size of nests, 12 x 14 inches. Width of passageway behind nests, 8 inches. Diameter of circular openings to nests, 7½ inches.

The first feature about this house that will recommend itself to experienced poultrymen is the double floor arrangement, which furnishes the fowls a total of 60 square feet, less the amount of space (4 square feet) occupied by the nest boxes. The upper apartment is for use of the fowls at night and for laying purposes. Here they may be fed and can exercise to their hearts' content in the ample light supplied through the upper window. The lower apartment is meant for a dusting place and exercise room both

winter and summer. The slatted runway (see Fig. III) leads from the upper, or roosting and laying apartment, down into the scratching and dusting room. The fowls may be confined to the upper apartment by simply raising this runway and buttoning it into position as part of the floor.

Both the upper and lower windows are swung on hinges at the top and can be propped open part way, or at right angles, thus furnishing protection against rain and snow, and supplying increased ventilation. Two-inch wire mesh is fastened securely to the inside frame of each of these windows, so that the fowls can be confined in either or both apartments when the windows are open to admit plenty of air. Exit for the fowls is from the ground floor and the exit door hooks back out of the way (see Fig. II). Both this exit door and the slatted runway are handily reached from the entrance door without entering the house.

The nests (see Figs. II and III) are built knock-down. To shed to one side any water that might drip down from the roof and enter the nest door or inconvenience attendant, a strip of wood 2 feet 9 inches in length is attached to the roof anglewise directly above the nest door.

A chief object in designing this house was to render it unnecessary for the attendant to enter the house at all. Therefore, a door of ample size and of convenient height is located in the rear wall, through which the circular openings to the nest boxes are easily reached and the droppings board can be cleaned with a hoe or scraper, with perfect ease. Both the upper and lower floors can be readily cleaned from the entrance door by use of a rake

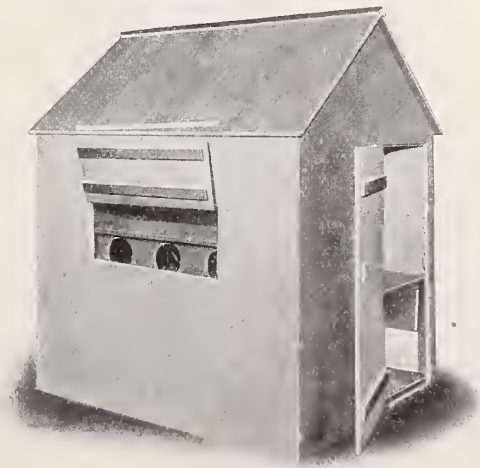


Fig. II, Suburban Poultry House.—Rear View.

PORTABLE POULTRY HOUSES

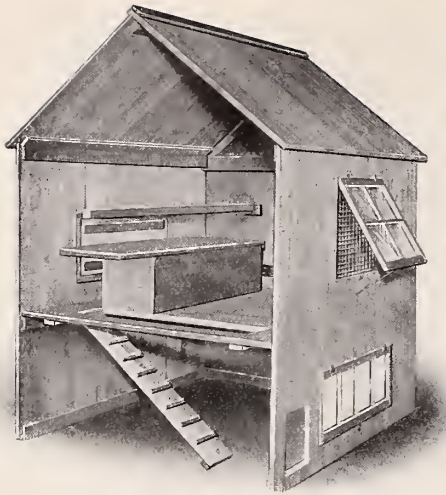


Fig. III, Suburban Poultry House—Section View.

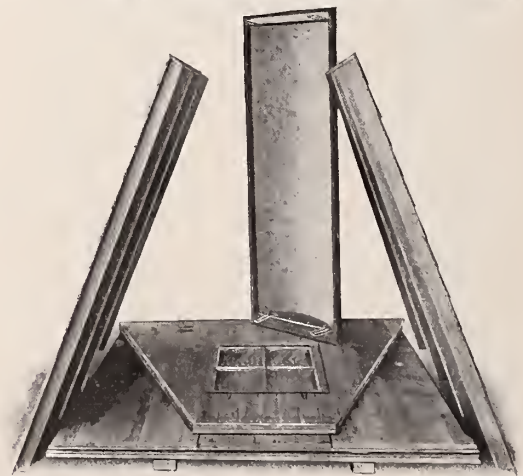
or hoe. The fowls can be caught from this door with a wire foot-hook during the day time, or lifted off the roosts at night through the door in the rear wall of the house. Not even a linen duster will be needed to take care of the fowls housed in this building. When gathering the eggs the attendant does not go into the dusty presence of the fowls, but merely opens the rear door and removes the eggs by reaching in one arm. The same is true in the matter of cleaning the droppings board twice a week or once a day, as preferred, and scattering land plaster, ashes, dust or clean earth upon it by use of a small shovel or scoop. Fresh litter is thrown upon the main floor through the entrance door and can be raked out at the same place. The ground floor or dusting apartment is easily "get-at-able" and can be cleaned in the same manner—i. e., from the entrance door—thus making it unnecessary to enter the house for any purpose.

Standard fowl, no matter what their lineage, that cannot be comfortable and happy in this poultry house, must be aristocratic indeed. In the upper apartment, which is large and roomy, they are kept dry and warm, and are furnished an abundance of light. There are darkened nests in which to lay, where the evil practice of egg-eating will not be taught or encouraged, and all may find equality on the same level of roost where the droppings will not foul the litter. In the lower apartment these fortunate fowls are permitted to come in contact with Mother Earth, which the Greeks discovered long ago gives strength to flesh and bone, and here the fowls act as their own lice exterminators by use of nature's best remedy, dust and exercise. Here, too, in another well-lighted apartment, they have 30 additional square feet of space under the one roof in which to keep busy and be happy. Of course, a yard of some size will be furnished, to which they will have access

as the caretaker may elect; but the fowls in this house will be under the control of the attendant at all times, and if he sees fit to keep them indoors they still will have the maximum of space, comfort and convenience in a structure of this kind. No other similar portable poultry house we have ever seen embraces an equal number of good points.

This house will come to the purchaser in knock-down form, compactly crated in one package, occupying small space. It is quickly and easily put together. Exclusive of the nests there are only seven parts—two sides, two ends, two roof sections and the floor. The front side has the two windows and fowl exit door hinged in place. The rear side has the small door hinged in place, and the entrance end piece comes with its door hinged in place. The six pieces (exclusive of the floor) may be put together with screws or nails, as preferred. We recommend screws and furnish a sufficient number, for the reason that these screws can easily be withdrawn when the house is taken down to be moved and later on can be replaced either in the same holes or near them. The floor should neither be nailed nor screwed in place, as it is meant to be removable.

By reference to Fig. III it will be seen how easily this house can be put together. Cleats along the eave-side of the roof sections fit snugly upon other cleats attached to the upper ends of the side and end sections. These cleats lap or lock together in such manner as to hold the house in position temporarily without the use of either screws or nails, but the latter must be used to give the house rigidity against storms. The floor readily slips into place on cleats that are attached to the inner wall of the side and end sections (see Fig. III). No nails or screws are required to keep this floor in place. Before the entrance-door section is put in place (see Fig. III) the nest box and droppings board are put in position. These go together without the use of screws



Hare-Curtis Portable House, Fig. I.—Showing Four Parts as Received by Customers in Knock-Down Shape

or nails by means of cleats attached to the floor and mortises located in the different pieces at places that bind all the parts together; therefore can be quickly taken out for cleaning, washing and airing. The roost is also detachable, fitting in notches provided in cleats above the droppings board. Last of all, the entrance door end section is put in place, two dozen screws or nails are driven into the corners of the building and along the eaves of the roof, then the roost is placed in position, and the structure is complete.

We believe we have said enough to make plain the many valuable features of this knock-down, portable house. The body of the house is painted green and the trimmings red, in two coats, giving the house an attractive and serviceable exterior. In the illustrations this house looks somewhat stilted, as a result of the photographer placing his camera

too close when taking the pictures. As a matter of fact, it is a symmetrical building, as may be judged by the dimensions. The lumber is $\frac{3}{4}$ -inch white pine, kiln-dried, free from loose knots and machine finished on both sides. All parts are tongued, grooved and closely fitted. If given a fresh coat of paint every second or third season, this house will last an ordinary lifetime and give excellent results as the year-around home quarters for 8 to 15 fowl, depending on the size of the variety you keep. As is well known among poultrymen, 7 or 8 hens to 1 male bird is proper for the Asiatics, 9 to 10 hens to 1 male bird for the American breeds, and 12 to 15 hens to 1 male bird for the Mediterranean class—see *American Standard of Perfection*.

Price of Suburban Poultry House, complete, f. o. b. cars Buffalo and all branch houses except Oakland..... \$25.00

Hare-Curtis Portable House

(Patent Applied For)

A Unique, Low-Priced, Symmetrical and Eminently Desirable Knock-Down Portable House, Having Valuable Features Not Possessed by Any Other Similar Structure



Hare-Curtis Portable House, Fig. II.—Method of Setting Up.

THIS house is a prime favorite with us, and we challenge a comparison with any similar portable poultry house in use in this or any other country. No other portable poultry house we have seen or heard about consists of so few pieces to be assembled, can be so easily put together, or equals it in beauty of design, in economy of materials, floor space considered, or in convenience, lightness of weight, ease of ventilation, coolness in summer, security against wind, protection from decay, and the general safety and comfort of the inmates.

Attention is called to the four illustrations presented herewith. Fig. I (see opposite page) shows the *four parts* of which this house consists *when received by the purchaser*, the floor and two end sections being hinged together and forming one part. Fig. II shows the four parts in process of being

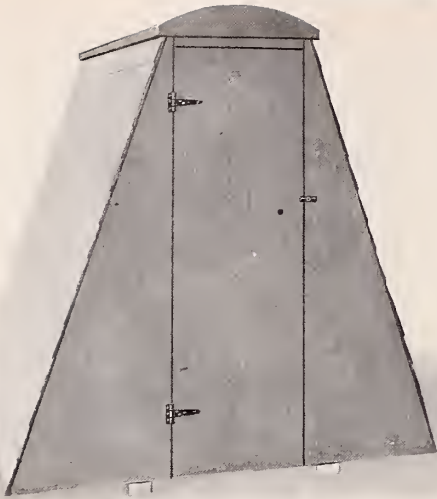
assembled or put together. Figs. III and IV show front and rear views of the house, respectively.

This house, like all other portable poultry houses manufactured by us, is shipped in knock-down form, in a compact package, thus obtaining practically lumber freight rates. Besides the triple section, consisting of the two end pieces and the floor, there are but the two side pieces and the metal cap-top or roof. This metal cap-top, which is made of heavy-grade galvanized iron, with a substantial wooden frame, fits snugly over the tops of the ends and sides, after they have been raised upright into place, and *securely locks and binds them together*, making the house very rigid. Each side of this cap-



Hare-Curtis Portable House, Fig. III.—Front View, Showing Window and Roof Open for Ventilation.

PORTABLE POULTRY HOUSES



Hare-Curtis Portable House, Fig. IV.—Rear View, Closed.

top or roof is furnished at both ends with notched-metal, gravity locks for use in holding the roof securely in place when closed, or for holding it open two inches, four inches or six inches and locking it at these heights in a way that prevents it being closed or torn off by action of the wind. The construction of these locks is such that the windward side of the cap-top or roof may be closed, while the opposite side is wide open (see Fig. III), thus insuring perfect ventilation even in unfavorable weather. When entirely closed this roof is wind and rain-proof, and cannot be unlocked or opened *from outside the house*.

Additional to the above-described unique cap-roof method of giving rigidity to the house, 12 screws are used (three to each corner) to hold and draw together the 2 x 1 1/4-inch clear stock posts that serve as rafters. The purchaser of this house does not have to *put on a hinge, drive a nail* or do aught else in erecting it ready for use, except put the 12 screws *in place*. These screws make the house as solid as can be built with the weight of materials used, and can be withdrawn quickly and easily when it is desired to store the house for the winter, or take it down to move or ship it away.

Being of pyramidal form, it offers no large, square, right-angle surfaces to the wind, and a severe storm indeed would be required to tip it over or do it injury. When the cap-roof is closed the gravity locks hold both it and the upper ends of the side and end sections securely in place. Additional to this the 12 screws hold the four corners of the house rigidly together. Furthermore, the floor of the house is attached to the bottom ends of the two end sections by strong strap hinges, thus furnishing a structure that the wind *might roll over and over* without tearing it to pieces.

To protect the floor of the house from contact with the soil, two 2 x 4-inch hemlock pieces are placed beneath it, and on these pieces four 18-inch long 2 x 4-inch runners are attached, thus elevating

the 2 x 4's above the soil and protecting them also. These short runners are cut away, sled-fashion, toward the front of the house, so that a horse can be hitched to them and the house moved from place to place. When the four short runners rot partly away they can be replaced locally at small expense, thus insuring perfect protection to the 2 x 4's and the floor of the house. Protected in this manner and given a fresh coat of paint every second or third season this house will last many years.

The dimensions of the Hare-Curtis Portable House are: Floor space, 6 x 6 feet. Height to eaves, 6 feet. Height to center of cap-roof, 6 feet 3 inches. Width of cap-roof, 2 feet 3 inches. Door, 5 feet 6 inches x 20 inches. Window, 2 feet 8 inches x 2 feet. Height of window from floor, 24 inches. Chick exit, 8 x 10 inches—hence can be used for adult fowls of large breeds.

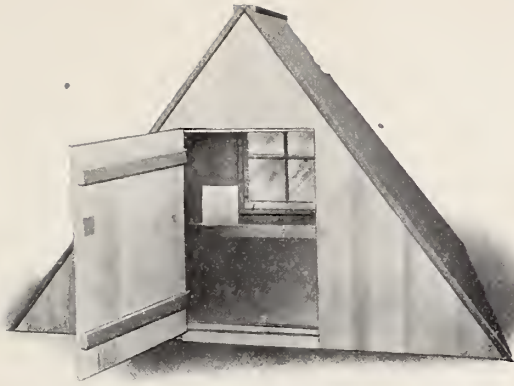
The ends, sides and floor are of 7/8-inch, kiln-dried, selected white pine, free from loose knots, dressed on both sides, tongued, grooved and well matched. The two sloping sides are of clear stock weather-boarding and neatly ship-lapped so that while a weather-boarding surface is presented on the outside, the inner surface is level, or smooth, and therefore can be whitewashed readily. The ship-lapping construction removes all chances of the rain beating in. The side boards are securely nailed to four 2 x 1 1/4-inch rafters, each made of clear, sound basswood. The window is of glass and all hardware used is of best quality. To the inner frame of the window, one-inch-mesh poultry netting is securely stapled, thus keeping out small varmints when the window is open. The window is hinged at the top, so it can be propped open at any angle desired and thus serve as a canopy to keep out rain or snow. The cap-roof is strongly built, is subjected to no strain when in use and if kept painted will last indefinitely. We paint this house in two colors—body green, with red trimmings, applying two coats.

Price of Hare-Curtis Portable House, shipped knock-down from factory or any branch except Oakland\$20.00



Apex, or Boys', Poultry House—Front View.

Apex, or Boys', Poultry House



Apex, or Boys', Poultry House—Rear View.

AS its name suggests, this house was designed specially for boys who wish to keep a few fowls. It is admirably suited for fanciers who raise bantams, or who breed in pairs or trios; also as a pen for pheasants. As a matter of fact, this house has ample floor space (30 square feet) for a pen of 8 to 12 fowls, and the enclosed run furnishes an excellent scratching and dusting place. The fowls can be kept confined in this runway during most of the day and given their liberty towards evening, depending on where the house and runway are used. The outfit is attractive in appearance, durably built and handy to use.

The dimensions are as follows: Floor space, 5 x 6 feet. Yard, 5 feet 8 inches x 7 feet 10 inches. Window, 20 x 24 inches. Exit, 9 x 9 inches. Door, 2 feet 6 inches x 20 inches. Height to apex, 4 feet.

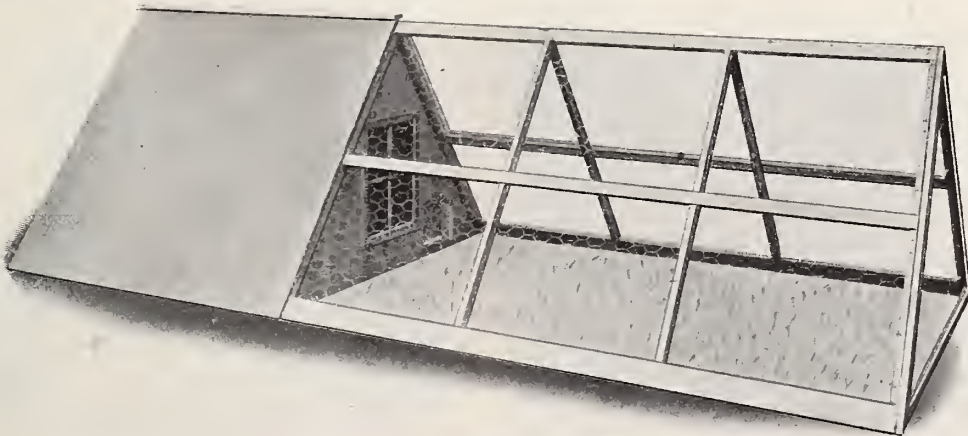
No floor or nests are furnished with this house. A roost pole is furnished. The window is of glass and all hardware is of good quality. The window is hinged at the top so it can be swung outward, and

the inner frame is covered with one-inch wire netting to keep out cats, rats, etc.

While this house is designed especially for the boy, it will be found an exceptionally useful and practical small portable house for use on any farm or poultry plant. Every poultryman at some time or other finds himself cramped for house-room and needs some temporary building in which to house his surplus stock. There is nothing better for this purpose than an Apex Poultry House. It is particularly useful for housing small colonies of breeding stock through the summer, and hens which have been provided with such summer quarters in the fields will be found to molt earlier and better, and to prove more profitable during their next season. There are many uses for such a house on any poultry farm. It cannot be bettered as a summer shelter for growing stock. If one has but little room he can haul this house each week to a fresh plot of grass, thus allowing the grass on the old place to grow again and giving the ground a chance to become purified. Farmers will find this house particularly desirable for establishing small colonies of birds in the fields or grain stubble after the crops have been harvested.

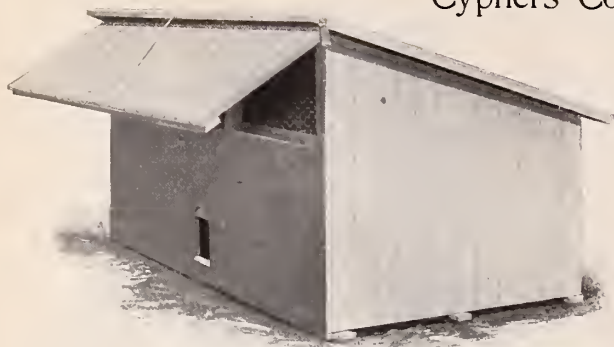
A house built of this shape is wind and waterproof. Seven-eighths-inch kiln-dried white pine is used in its construction. The lumber is dressed on both sides, is free from loose knots, is tongued, grooved and well matched. We paint this house green with red trimmings, using two coats of good-quality paint. The runway is also painted. Both the house and runway are built so they can be shipped in the flat, at low freight rates.

Price of Apex House, without runway, knock-down, at factory or any branch except Oakland, \$10.00; Apex House with Wire Run, all complete, knock-down\$15.00



Apex, or Boys', Poultry House, with Wire Run Attached. Price, Complete, \$15.00.

Cyphers Colony Houses



The Cyphers Colony House in Use

CYPHERS Colony Houses, or roosting coops, illustrated herewith, are recommended to all persons who wish to raise fowls to the best advantage. This style of house is 3 by 6 feet in size, is 36 inches high in front and 24 inches high at the back. It is built of the best grade of dressed lumber, tongued and grooved, and is put together in a thoroughly workmanlike manner. The bottom is of matched boards laid on cleats and is removable, making it easy to set the main coop to one side, thus rendering the cleaning of it much less burdensome than is the case with houses that have stationary floors.

The Cyphers Colony House (shipped in knock-down shape) is built in sections and is easily put together. The top is complete in itself. The ends are also whole sections and are kept in shape by stout battens. The back is 2 by 6 feet in size and the lower two-thirds is made of selected lumber, while the upper third, as indicated in the picture, is of 1-inch-mesh wire netting. A door, 22 inches wide and 34 inches high (besides the small door designed for the use of the fowls)*, gives the caretaker free access when necessary. There is an adjustable hood so arranged that it will lie flat on top of the roof when not in use, or may be adjusted to project at such an angle that it will shelter the inside of the coop from sun or rain. In cold or very stormy weather it may be lowered flat against the front. This hood, hung well to the front of the roof projection, gives perfect ventilation, while at the same time it makes the coop rain-proof.

In addition to its use for growing chicks, the Cyphers Colony House makes one of the best single-

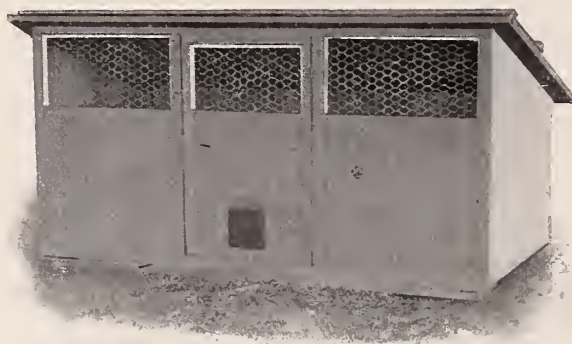
pen breeding houses that has thus far been devised. Many fanciers are using it for breeding pens of four to eight choice fowls. It is light and handy to move, and may be carried from one part of the premises to another without much exertion, and thus the fowls have the benefit of new ground and fresh vegetation.

The price we charge for this coop is not enough to allow large discounts when they are sold in numbers. There is only a small margin of profit in the various poultry appliances we manufacture. These goods are placed on the market mainly for the convenience of our customers. We desire that persons who use the Cyphers Incubators shall meet with success in raising the chicks they hatch in our machines. In order that they may do this, we are making and selling the best helps and appliances we know how to build. It will be found, upon investigation, that your local carpenter cannot afford to duplicate these colony houses at the low price we charge for them. In most cases colony houses built by local

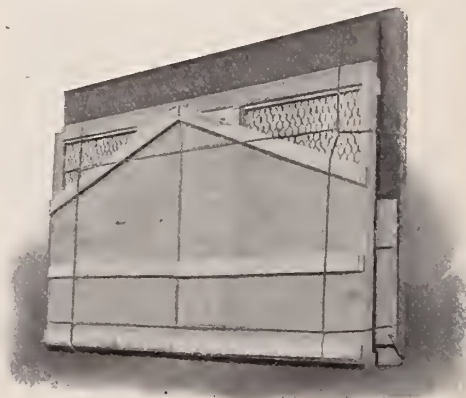
talent will be not only more costly, but heavy to handle, and lacking the style and finish that only come through experience and the practical workmanship at our command in the construction of poultry appliances. The sides and ends of the Cyphers Colony Houses are painted a neat shade of green and the roof is red. We have sold large num-

bers of these houses, some customers buying from 20 to 50 each. We ship them in knock-down shape, as shown in the picture, thus securing the low freight rates charged on ordinary lumber.

Price of Cyphers Colony Houses, each \$7.00



The Cyphers Colony House, Showing Hood Thrown Back



Showing Cyphers Colony House in Knock-Down Shape for Shipping

Chapter III.—Profit-Making Broilers, Roasters and Capons

When the Demand is Greatest and Prices Highest—How to Feed and Grow Them—Cost of Raising and Prices Obtained

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COMBINING two or more lines of poultry work is a practice that possesses many advantages from a profit-making standpoint, and many poultry raisers, either purposely or unconsciously, combine egg producing with poultry-for-meat raising, and thus have two sources of profit. Fortunately the poultryman can easily stock his plant with a variety which is capable of earning a profit in both eggs and meat production. We have in the American and Asiatic classes many excellent varieties, all large, hardy, wholesome fowls, that are prolific layers of big, brown eggs, and make choice (and therefore high-priced) dressed poultry. Especially is the latter true of market poultry classed as broilers, squab-broilers and soft-roasters, and it is safe to say that the majority of the strictly fancy, high-grade market poultry of these kinds is produced by the combination poultry farmers who breed for both eggs and meat.

The meat producing side of the business should be carefully considered in planning poultry work, because, sooner or later, all the chickens hatched and raised are sold to market—some as "individual birds" or squab-broilers and broilers, some as soft-roasters and roasters, while even those that are grown to maturity find their way to market as fowls. In the latter class the American varieties have a very decided advantage, in that they are of the size preferred by the majority of buyers. The Wyandottes, and Plymouth Rocks are of the size most desired, which makes them quick sellers at good prices, hence they are "preferred" by the marketman when he goes to the wholesaler for a supply. Not only is the point of size greatly in their favor, but their plump, meaty bodies, blocky or rounded shape, and clean, yellow skin make them most attractive in appearance, and an attractive appearance is a quotable factor in the market stall, insuring quicker sales and more dollars to the marketman, quicker sales and more dollars to the wholesaler, and, still more important, quicker sales and more dollars to the producer who grows the stock.

Best Broiler Breeds

The chickens of the American varieties are equally well favored. The Leghorns are equal to them in the production of squab-broilers—which are six to eight-week-old chicks of three-fourths of a pound to a pound weight. For this one purpose Leghorn chicks are quite as quick growing and quite as good eating as the Plymouth Rocks and Wyandottes. When we come to the regulation broiler, of one and a half to two pounds weight, the American varieties have the advantage of quicker growth and softer, better flesh, while for soft-roasters of four or more pounds weight, the Leghorns cannot be considered; in fact, the Leghorn becomes hard fleshed and stringy before reaching two and one-half to three pounds, and is therefore not in the soft-roaster class. We have seen Leghorn chicks which the owner wanted to sell as broilers, but simply could not get them fat enough to market, and a poultry buyer once told us of refusing to buy a flock of small Leghorn hens, giving as his reason that he "wouldn't pick them and pay the expressage on them to the city for what they would bring," while at the same time he was paying 10 to 12 cents a pound for Plymouth Rock and Wyandotte hens alive, and was driving sometimes 25 to 30 miles a day to get enough to keep his pickers busy.

Today hundreds of home poultry plants and many large successful farms are catering to the demand for this toothsome poultry product. The demand for squab-broilers or "individual chickens," as they are called, is fast outgrowing the supply and as the supply of game birds decreases, year after year, there will be a still greater demand for these small chicks.

Squab-broilers are quickly-grown chickens that dress from 10 to 16 ounces. The size is regulated by the requirements of the market, which vary from time to time. In all our large markets the leading wholesalers are able to keep the grower posted on the required size, together with a fairly accurate forecast of the prices that the birds may reasonably be expected to bring during the season.

These small broilers are used chiefly by high-class hotels and restaurants, and are termed by the caterers "individual birds." Such chickens are found to be the most acceptable for single orders, and at the same time more economical than the larger sizes.

Chickens grown for this special trade are hatched in the fall and winter. Some growers begin hatching as early as September,

though many do not begin until November, and continue through March. Squab-broilers bring the best prices, as a rule, from February to May, inclusive. The chicks reach marketable size in six or eight weeks. As the hatching and brooding are done at a season of the year when it is almost impossible to obtain broody hens, and since the demand necessitates the production of chicks in large numbers, it is plain that the grower who would cater to this trade must depend on incubators and brooders.

Prices for these choice morsels of chicken flesh range from 70 cents to \$1.25 per pair, seldom running below the former price throughout the season and after March often going better than 90 cents per pair. The chicks, when properly grown and well dressed, remind one of bright, appetizing "butter balls," and when cooked as they should be are the delight of epicures, since they fairly "melt in the mouth." While many large poultry plants devote a considerable portion of their time to supplying this special trade, there are hundreds of small home plants whose proprietors are adding an appreciable amount to their modest income each season by growing squab-broilers and broilers for the city market. Especially is this true in New Jersey, where in many little townships there can be found dozens of small home farms, each equipped with an outfit for growing broilers for the New York and Philadelphia markets. Many of these growers do not keep breeding fowls, depending on buying all their eggs for hatching. This permits the establishment of a paying broiler business on half an acre of ground or less.

Last season the average price received for squab-broilers by the manager of a home-farm broiler plant in Vineland, N. J., was 75 cents per pair. This was the net price received after deducting freight charges for delivery of the broilers in New York City. The cost of producing these 10 to 16-ounce (weights dressed) chickens, as estimated for us by the above-mentioned grower, was as follows:

Cost of newly-hatched chicks, each	6 cents
Food for one chick, six weeks	5 cents
Brooding and labor	4 cents
Picking	5 cents
Total cost of squab-broilers, each	20 cents

The minimum selling price for the season was 35 cents each and the maximum 50 cents each, with an average of 75 cents per pair for all squab-broilers sold, or 37½ cents each.

These items of cost and selling prices will vary a little in different localities, but the total cost will remain about the same. With a minimum selling price of 35 cents each, there is 15 cents per chick in favor of the grower to pay transportation charges and a profit. Seventy-five per cent. paid on an investment of 20 cents spread out over a little less than three months,



White Wyandotte Broilers—Cyphers Hatched, Brooded and Fed. Weight, 2 pounds each, dressed. Hatched March 4. Photo taken May 9, 1905.

PROFIT-MAKING BROILERS, ROASTERS AND CAPONS



ROASTERS

for each chick marketed at the minimum price, is surely attractive from a money-making standpoint of quick returns and modest profits.

Prime Market Poultry

Poultry destined for market needs to be grown and fed as carefully as the fancier's fowl, but its forcing is at a different season and for a different purpose. The most difficult problem to overcome is the correct feeding of broilers, which require to be marketed when 10 to 14 weeks old, depending upon the growth of the bird and the requirements of the local market. The fleshing of these immature birds within the time stated makes the balancing of foods of greater moment than in any other branch of the poultry business, for the simple reason that a day or two of mistakes or inattention in feeding may result in a loss of flesh and weight that cannot be regained short of a week or two, and in that time great inroads will have been made in the profits. For broiler raising, therefore, carefully-mixed foods find a ready market and give satisfaction.

In growing roasters and in finishing farm stock for market, feeding is the main consideration, and whether the special feeding shall be moist mash or dry feeding depends upon circumstances. It is clear that if the fowl to be fattened has a good fleshy body, it is in good condition, a mash for a couple of weeks being the thing to put the finishing touch to it. The mash should be formed of fattening foods, and of a consistency that enables it to be readily assimilated. If the health of the fowl has been good up to this



Capons, Dressed Philadelphia Style.

time, the two weeks' fattening will put it in good shape for market, and render its flesh especially tender and tasteful.

An expert broiler grower gives us the following table as his estimate of the cost of producing a marketable broiler of two pounds weight:

Cost of newly-hatched chicks, each	6 cents
Brooding and labor	6 cents
Food for one chick, eight weeks	8 cents
Picking	5 cents

Total cost of two-pound broilers, each, 25 cents

It will be noted that five cents is charged for picking. The price for picking varies considerably in different localities, seldom, if ever, exceeding five cents, and usually costing from three to three and one-half cents each bird.

This latter estimate of cost per broiler differs a little from the first one given, and it should be remembered that this estimate is for a two-pound broiler while the former was for a one-pound squab-broiler. The difference in the cost of a one-pound and a two-pound chicken is relatively small, since the greatest cost has been in producing the first pound of chicken meat.

These large broilers are in demand from February through August, with the best prices prevailing usually from the middle of March to the middle of May. In our best city markets prices on one and one-half and two-pound broilers range from 20 to 50 cents



Prime Fowls, Specially Fattened.

per pound, being wholly controlled by the supply available and the demand. The one and one-half-pound chicken is the most popular size, though at times the two-pound size will be in greater demand. As with the squab-broiler, the broiler is in greatest demand by high-class hotels, restaurants and fashionable clubs.

For producing the best broilers at the least cost there is no better plan than to follow "the Cyphers method." The first care should be to see that the eggs for hatching are selected from perfectly healthy breeding stock that are in the pink of condition. The incubators should be the best obtainable among modern machines, and we know of none equal to the Cyphers. A good incubator is necessary, since faulty incubation will ruin all chances of success.

While the condition of the breeding stock and the manner of incubating and brooding are of great importance, the question how and what to feed is also a vital one. We advise and recommend the Cyphers feeding method, and the use of Cyphers Ready-Mixed Foods, believing that this is the shortest road to certain profits.

In our wide experience, not alone on the Cyphers Poultry Farm, but including visits to the yards and farms of many poultrymen, we have found that large numbers of chicks are lost annually owing to the lack of proper food. Six years ago specialists in the employ of this company began to make a close personal study of the subject of food for chicks, and after long continued study and experiments, involving the raising of thousands of chicks, the Cyphers Foods have been compounded and rules for feeding given, that when closely followed are sure to give satisfactory results. Cyphers Chick Food, which is a mixture of many different grains and seeds proportioned to the needs of the growing chick, is an ideal dry-grain food.

Winter Chickens or Soft-Roasters

The production of winter chickens or soft-roasters, as a profitable branch of the poultry industry, is commanding widespread interest throughout the country, especially in the neighborhood of our large cities.

So great has been the demand in some of our large cities, particularly Boston and New York, for this quality of poultry

PROFIT-MAKING BROILERS, ROASTERS AND CAPONS

meat, that almost incredibly high prices have been paid for the best goods at the height of the selling season, when the demand is far in excess of the supply.

It has been estimated that the cost of producing first quality soft-roasters is from eight to ten cents a pound. At that maximum cost, a six-pound roaster would stand the producer 60 cents plus five cents for caponizing, in case it was a male bird. The chickens are marketed at the age of from four to nine months. It is an invariable rule with soft-roaster growers to caponize all male chicks when they reach from two to two and a half pounds weight.

The most popular varieties for producing soft-roasters are the Light Brahmas, White, Buff and Barred Plymouth Rocks, and White Wyandottes. The weights most in demand are birds that will dress from 10 to 12 pounds to the pair, though birds weighing from 8 to 12 pounds each often command the highest fancy prices for a limited supply. For this trade both pullets and cockerels are marketed, the cockerels all being caponized and the pullets are marketed before they are old enough to lay their

first eggs. The five cents charged for caponizing is the price usually asked by expert operators when employed to do the work. Where the grower does the caponizing himself—as he should, since the operation is a simple one—the 60 cents should cover the entire cost of producing a six-pound roasting chicken.

The prices for roasting chickens range from 15 cents to 33 cents a pound, live weight, according to the season and demand. The best prices for soft-roasters are obtainable in May and June, and early in June, 1905, the maximum price of 33 cents per pound, live weight, was paid for first quality soft-roasters, in the neighborhood of Boston, Mass. At the minimum selling price, the six-pound roaster will bring 90 cents, which represents 50 per cent. profit on 60 cents invested in producing the bird. The majority of soft-roasters, however, bring an average of 20 to 25 cents per pound, live weight, so that the six-pound roaster may fairly be depended upon to bring 150 per cent. of profit on the 60 cents invested. Where the producer dresses the birds and disposes of them direct to the market, he can obtain from two to five cents per pound advance on these prices.

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7	<p style="text-align: center;">THE SEVEN AGES OF THE SOUTH SHORE SOFT ROASTER</p> <table style="margin: auto;"> <tr> <td>1 EGGS</td> <td>2oz each</td> </tr> <tr> <td>CHICKS JUST HATCHED</td> <td>2oz ea.</td> </tr> <tr> <td>2-3½ WEEKS OLD</td> <td>12 oz. each.</td> </tr> <tr> <td>3-2 MONTHS OLD</td> <td>2½ lbs. each.</td> </tr> <tr> <td>4-3 MONTHS OLD</td> <td>4 lbs. each.</td> </tr> <tr> <td>5-5 MONTHS OLD</td> <td>6 lbs. each.</td> </tr> <tr> <td>6-6 MONTHS OLD</td> <td>7½ lbs. each.</td> </tr> <tr> <td>7-8 MONTHS OLD</td> <td>10 lbs. each.</td> </tr> <tr> <td colspan="2">8: THE FINISHED PRODUCT.</td> </tr> </table>	1 EGGS	2oz each	CHICKS JUST HATCHED	2oz ea.	2-3½ WEEKS OLD	12 oz. each.	3-2 MONTHS OLD	2½ lbs. each.	4-3 MONTHS OLD	4 lbs. each.	5-5 MONTHS OLD	6 lbs. each.	6-6 MONTHS OLD	7½ lbs. each.	7-8 MONTHS OLD	10 lbs. each.	8: THE FINISHED PRODUCT.		8
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Cyphers-Hatched Chickens, Fed on Cyphers Foods. Photos taken at J. H. Curtiss' Poultry Farm, Assinippi, Mass.



THE Library of Practical Poultry Books published by this company is acknowledged to be the only series devoted exclusively to the business of poultry culture for market purposes.

It is entitled "The Cyphers Series on Practical Poultry Keeping," and the books forming the series are strongly recommended by all who have purchased them.

Every person taking up the business of poultry keeping for profit should become possessed of one or more of these books, for the simple reason that *one can do better with them than without them.*

The illustrations on this and following pages show fac-similes of the covers of these books.

The titles of the books forming the Cyphers series are:

Book No. 1—Profitable Poultry Keeping in All Branches

Book No. 2—Profitable Care and Management of Poultry

Book No. 3—Profitable Poultry Houses and Appliances

Book No. 4—Profitable Egg Farming

Book No. 5—Profitable Market Poultry

Book No. 6—Capon for Profit

Book No. 7—Poultry-Plant Construction

Book No. 8—Profitable Poultry Feeding

Other books will be added to this series from time to time.

Following is a brief description of the books published thus far:

Book No. 1—"Profitable Poultry Keeping in All Branches." This is a book for all persons who have become interested in the poultry business in a general

way and wish to know something definite about it. The 12 chapters of the book take up the most popular and profitable branches of poultry keeping, tell the reader what is being accomplished by successful poultrymen and how it is being done. While many valuable articles on feeding, housing and care of fowls are given, the chief object of Book No. 1 is to help the reader decide which branch or branches of the poultry business is best suited to his locality,

markets, resources and taste. The more popular and practical varieties of fowls are illustrated and described, giving their standard weights and characteristics, with a general article by an expert on the best breeds for market poultry, telling what the market demands in size, color of skin, weight, etc. In addition to this, the book contains valuable chapters on "The Housing and Yarding of Fowls"; "Profitable Egg Farming"; "The Production of Squab-Broilers, Broilers and Roasters"; "Combination Poultry Farming"; "Profitable Duck Growing"; "The Standard-Bred Poultry Business—What It Is, What It Amounts To, and Its Future"; a very complete chapter on "Starting in the Poultry Business," containing practical articles by well-known,

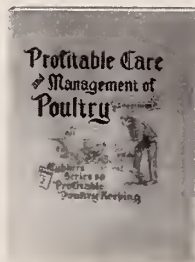
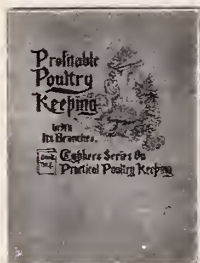
successful poultrymen; a chapter on "Caponizing"; one on "Woman's Work with Poultry"; one on "The Employment of Artificial Means in the Production of Poultry on a Large Scale"; and one on "The Use of Incubators on the Farm and on the Village Acre."

This book is fully illustrated with numerous fine halftones (reproductions of photographs) and original pen drawings; 128 pages, size 7 $\frac{3}{4}$ x 10 $\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 2—"Profitable Care and Management of Poultry." This is one of the most thoroughly practical and up-to-date working text-books ever

published. It takes the reader in hand after he has decided to embark in the poultry business, and proceeding on the assumption that he is a beginner, with little knowledge of the work before him, tells him what to do and how to do it. This book is full of valuable information from cover to cover. Its 10 chapters treat of the actual work, as follows: Chapter 1, "Location of Plant and Construction of Buildings." Chapter 2, "Breeding Stock; Foods and

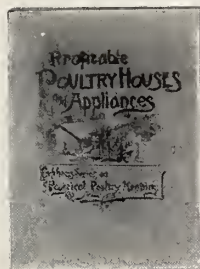
Feeding." This chapter tells how to select suitable breeding stock, how to build up a strain and establish a flock that will give lasting results, and about



the proper size of the flocks. Very complete information is given concerning food for poultry, including what foods are for, the various kinds in common use and how to feed them. The dry feeding method is fully explained, giving the results of four years of dry feeding by an expert on this subject. Suitable rations for large and small flocks are given, with formulas of the most reliable of well-tested rations, including the moist mash method of feeding. Chapter 3 tells of "The Use and Abuse of Incubators," giving full information about buying and locating the incubator, with an article on "How to Operate a Modern Machine for Best Results." Directions are given for incubating hen eggs, duck eggs and goose eggs. Chapter 4, "The Care and Handling of Eggs," tells all about the uses of eggs, about keeping and marketing eggs, preserving eggs and how to increase the egg yield. Chapter 5, "The Care of Brooder Chicks," gives common-sense advice on brooding chicks, including food, care and management "from the egg to eggs." Chapter 6, "The Care of Growing Stock," gives rations for growing chicks, broilers, roasters and stock birds. Chapter 7, "Marketing Guaranteed Fresh Eggs," tells how to build up an egg trade. Chapter 8, "Killing, Dressing and Marketing," gives complete instructions on this important subject. Chapter 9, "The Prevention of Disease," tells how to have and keep fowls healthy. Chapter 10, "Common Poultry Diseases and Their Treatment," is a brief treatise on poultry diseases, insects affecting poultry, and the worm parasites, giving simple and effective remedies for these ailments.

This book is fully illustrated with halftones and pen drawings; 128 pages, size $7\frac{1}{2} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 3—"Profitable Poultry Houses and Appliances." This is a practical hand book, devoted to the description of many styles of practical poultry buildings, and numerous handy, labor-saving, time-saving appliances and fixtures. It contains plans for 60 poultry buildings, including single poultry houses, colony houses, closed houses, open-front scratching-shed houses, scratching-room houses, brooder houses, incubator houses or cellars, laying houses for ducks, etc., with full plans and specifications. The introduction treats on "Locating the Poultry House,"



"Selecting Materials to be Used in the Poultry House" and practical hints on building. The pages following contain nine chapters, namely: Chapter 1, "Scratching-Shed Houses," containing plans and specifications of a number of the most up-to-date buildings of this type. Chapter 2, "Scratching-Room or Combination Poultry Houses," giving plans for five different styles of houses of this kind. Chapter 3, "Closed and Continuous Poultry Houses," including a house for laying hens, a house for Asiatics, a plaster poultry house and other good buildings. Chapter 4, "Curtain-Front Poultry Houses." Chapter 5, "Miscellaneous Poultry Buildings," including modern houses in sufficient variety to meet all conditions, with suitable buildings for hot and cold climates. Chapter 6, "Colony Houses." Chapter 7, "Duck Houses," with complete plan for a modern duck plant. Chapter 8, "Incubator and Brooder Houses," including brooder houses with the pipe system, a house for

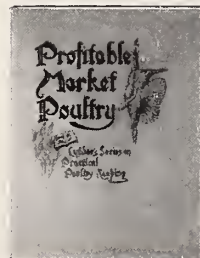
sectional brooders and a house for individual brooders, with a special article on brooder-house heaters, and specifications for heaters and piping for pipe brooding systems. Chapter 9, entitled "Poultry-Plant Appliances,"—tells about many labor-saving appliances, practical chicken coops, shelters, roosting coops, brood coops, trap nests, poultry fencing, fattening crates, a box-trap cat catcher, etc.

This book is fully illustrated with numerous halftones and special pen drawings; 128 pages, size $7\frac{1}{2} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 4—"Profitable Egg Farming." A most valuable and helpful book, devoted exclusively, as its title indicates, to this highly important branch of profitable poultry keeping, all parts of the subject being exhaustively treated. Its introduction gives "The Use of Eggs," "The Place of Eggs in the Diet," "Description and Composition of Eggs" and a discussion of the physiology of the egg. Additional to this there are nine chapters, as follows: Chapter 1, "The Natural Habits of the Hen and What Domestication Has Done; Including the Early History of Domestic Fowls; Their Origin and Gradual Development; Some of the Results Already Attained and the Probabilities of the Future."

Chapter 2, "Thoroughbred or Bred to a Purpose; The Leading Practical Breeds," in which the best breeds for egg production are described and illustrated. Chapter 3, "Pedigree Breeding for Egg Production; Building Up and Maintaining an Egg Laying Strain; Practical Uses of Trap Nests." Chapter 4, "Pullets for Layers, Year-Old Hens for Breeders; Winter Eggs Pay the Best Profit." Chapter 5, "Practical Egg Farms; Houses and Yards; Continuous Houses with Yards; Colony Poultry Houses." Many successful poultry plants are illustrated and described. Chapter 6, "Foods and Feeding; Best Rations for Egg Production; Some Tested Egg Rations." Chapter 7, "Collection and Care of Eggs; Catering to the Market; Guaranteed Strictly-Fresh Eggs." Chapter 8, "Combination Egg-Farming; Combining Eggs and Poultry; Eggs and Fruit Growing; Eggs and Bee Keeping; Profitable Combination Crops." Chapter 9, "Selling Stock for Breeding Purposes and Eggs for Hatching; When and How to Advertise; Poultry Farm Book-keeping."

Fully illustrated with halftones and pen drawings; 128 pages, size $7\frac{1}{2} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover. Price, postpaid to any address, 50 cents.



Book No. 5—"Profitable Market Poultry." This book aims to tell all about this important branch of poultry work, including the production of squab-broilers, broilers, roasters, turkeys, ducks and geese for market. The introduction contains important suggestions for bettering the quality of market poultry. There are 11 chapters, as follows: Chapter 1, "Market Poultry; Leading Varieties." Chapter 2, "Locating the Market Plant and Location of

Buildings." Chapter 3, "Profitable Broiler Raising." Chapter 4, "Winter Chickens or Roasters," including the production of expertly-produced "South Shore" chickens, which are in great demand in the Boston market. Chapter 5, "Poultry Fattening," containing a detailed description of methods employed, with directions for feeding. Crate fattening as practiced in Canada is described at length and instructions are given for the use of the crammng machine. Chapter 6, "Killing, Dressing and Marketing," with complete instructions on this important part of the work, including "Best Methods of Dry Picking and Packing Poultry for Shipment." Chapter 7, "Combination Poultry Farming," including "Poultry and Eggs"; "Poultry and Fruit"; "Poultry and Bees." Chapter 8, "Money in Ducks." Tells all about growing ducks for market, with instructions for laying out and building a modern duck plant. Chapter 9, "Geese for Profit"; "Best Breeds for Business"; "How Quality Counts"; "When and What to Buy." Chapter 10, "Profitable Turkey Raising." Chapter 11, "Guinea Fowls for Profit."

This book is fully illustrated with original half-tones and pen drawings; 128 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive, linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 6—"Capon for Profit," by T. Greiner.

This book is a revised edition of "Capon for Profit," being rewritten and brought down to date especially for this series. It is essentially a book for the beginner, and though from the pen of an expert in the art of caponizing it is treated from a beginner's standpoint. "Capon for Profit" is, we believe, the only text-book on capons and caponizing which treats the whole subject so that this profitable field of poultry work becomes as plain and easy to learn as the alphabet. This book contains 12 chapters, as follows: Chapter 1, "What a

Capon is and What He is Good For." Chapter 2, "Something About the Capon Maker; The Man in the Case; Who is Fit to Operate and Who is Not." Chapter 3, "The Victims and the Tables—Best Birds and Best Breeds for the Beginner; Simple Operating Tables." Chapter 4, "Tools and Other Requisites; What Implements are Best Suited for the Beginner," with complete illustrations of the caponizing instruments recommended. Chapter 5, "The Operation—When and How Best to Perform It," with illustrations showing the bird ready for operation and diagram showing where to cut and how to hold the knife. Chapter 6, "The After Treatment; How to Hasten the Healing Process." Chapter 7, "Feeding for Market—How to Obtain the Best Results at Least Cost." Chapter 8, "How to Kill, Dress and Pack Capons." Chapter 9, "Some Odds and Ends; Hatching and Hatchers; Brooding and Brooders," with an article on "Artificial Incubating and Brooding" by the Editor. Chapter 10, "Diseases and Insects Affecting Capons; Prevention

Preferable to Cure." Chapter 11, "There is Profit in Capons—Improved Quality in Demand; Some of the Advantages of Caponizing." Chapter 12, "More About Capons and Caponizing Tools."

This book is fully illustrated with half-tones and pen drawings; 64 pages, size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive linen-finish cover, printed in two colors. Price, postpaid to any address, 50 cents.

Book No. 7—"Poultry-Plant Construction."

This is our latest work on this subject, and is the only one of its kind published. It contains full-page

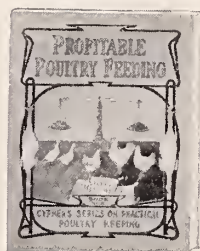


drawings in detail of all practical poultry buildings needed in the operation of an up-to-date poultry plant, together with specifications in detail, and so far as possible an estimate of cost based on average prices of material. Among these plans will be found incubator houses, brooder houses for chicks

or ducklings, scratch-shed laying houses, closed laying houses, colony houses, etc., etc., also for piping of brooder houses, hovers of chicks, electric regulator. The entire book is the best that years of experience and observation have taught our specialists in the construction of poultry buildings. The plans are so clear that they will not permit of mistake, and anybody who is handy with tools can erect the buildings according to schedule. It is durable and attractive; size $12\frac{1}{4} \times 9\frac{1}{4}$ inches. Price, postpaid to any address, \$1.00.

Book No. 8—"Profitable Poultry Feeding."

This book covers the subject of feeding poultry from beginning to end. The profitable feeding of newly-



hatched chicks, growing chicks, broilers, roasters, ducks, geese, etc., etc., is taken up separately, giving the reader the benefit of years of experience of the authors, as well as that of some of the most successful poultrymen in the country—experts in their business. It treats upon the subject of balanced rations, and instructs the poultryman how to feed successfully for egg production, market poultry, etc.

Fully illustrated by half-tones and pen drawings; size $7\frac{3}{4} \times 10\frac{1}{2}$ inches; durable, attractive linen-finish cover. Price, postpaid to any address, 25 cents.

SPECIAL OFFER—While we consider these books cheap at the prices asked for them, we shall be pleased to mail, postpaid to any address, any five of the above books, not including "Poultry-Plant Construction," for \$2.00, when ordered at one time; any three of the books, not including "Poultry-Plant Construction," will be sent, postpaid to one address, for \$1.25; all eight books postpaid for \$3.75, including "Poultry-Plant Construction." Add 50 cents to the first two prices in this offer and "Poultry-Plant Construction" may be substituted for any one of the other books.



STANDARD POULTRY BOOKS

American Standard of Perfection.—This book, published and copyrighted by the American Poultry Association, is used as a guide in producing standard-bred or exhibition fowls. It is the book that poultry judges use at the poultry shows and the only authorized guide for standard breeding. In it will be found the names of every standard variety of chickens, turkeys, ducks and geese, with a minute description of each, 314 pages; 135 illustrations; cloth binding; revised and illustrated edition; price, postpaid, \$1.50 per copy.

Philosophy of Judging Fowls, by Felch, Babcock & Lee.—This is an illustrated companion to the Standard, by which the amateur can readily pick out the best birds in his flock for exhibition or breeding. It is a manual upon the scoring of exhibition fowls that should be in the library of every fancier. Treats of the scoring of exhibition fowls and is intended to meet the wants of the general breeder and exhibitor as well as the professional judge, 275 pages; cloth binding; price, postpaid, \$1.00 per copy.

Poultry Craft.—This is a book for all classes of poultry keepers, written and compiled by John H. Robinson, editor of *Farm-Poultry*. It gives the gist of the best knowledge of poultry culture in plain language for plain people, who want plain facts, practical ideas and trustworthy opinions. An invaluable feature is the systematic presentation of topics and copious, well-arranged index. You find what you want in an instant. It is emphatically a business book for busy people. It tells what to do, why to do it and how to do it. 272 pages, fully illustrated; cloth binding; price, postpaid, \$1.50.

200 Eggs a Year per Hen; How to Get Them, by Edgar L. Warren. This is a practical treatise on egg making and the profits in poultry. It is a thoroughly practical book on how to breed and feed fowls for prolific egg production. It tells all about the 200-egg hen; the best varieties for the purpose; what to feed and how much; individual record keeping; best size for flock; how to introduce new blood; the law of sex; how to get fertile eggs; poultry manure, how to preserve and how to apply it. Price, postpaid, 50 cents.

Diseases of Poultry, by D. E. Salmon, D. V. M., Chief of the United States Bureau of Animal Industry, Washington, D. C. It contains 12 chapters which treat fully of all the known diseases of poultry, including the insect and worm parasites. 250 pages, 72 illustrations; attractive paper cover; price, postpaid, 50 cents.

Reliable Poultry Remedies.—96 pages, 5 x 6 inches in size. Points out causes, describes symptoms and gives tried remedies for all the common diseases of fowls, also contains valuable instruction on the proper care of poultry to prevent diseases. A book that will save you dollars. Price, postpaid, 25 cents.

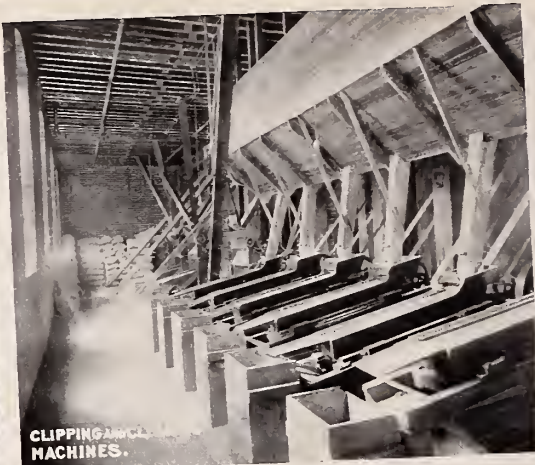
Ducks and Geese.—Only complete book of the kind on the market. Recently issued from the presses and covers the subject exhaustively. Treats fully the Pekin Duck Industry. Handsomely illustrated. Persons interested in the breeding of water fowl, or in the production of ducks and geese for market, will find in it the information sought. 68 pages, 9 x 12 inches in size. Paper cover. Price, postpaid, 50 cents.

Turkeys, Their Care and Management.—Best book up to date. Contains all the information necessary to achieve success in raising turkeys. Beautiful color-plate frontispiece, showing pair of Mammoth Bronze Turkeys; also numerous other illustrations. Contributed to by best known and most successful turkey raisers in America. Persons raising turkeys, or who propose to, will find this book of great help and value. 76 pages, 9 x 12 inches in size. Price, postpaid, 50 cents.

Barred, White and Buff Plymouth Rocks.—Enlarged, revised edition. Handsomest and best breed book ever published. Three beautiful color plates from original oil paintings by Sewell. Articles by Messrs. A. C. Hawkins, E. B. Thompson, Bradley Bros., Wm. E. Bright, C. H. Latham, F. W. Richardson, Theo. Hewes, W. S. Russell, I. K. Felch and many others. 110 pages, 9 x 12 inches, profusely illustrated. Price, postpaid, 50 cents.

The Leghorns.—All varieties. Another breed book and the best treatise on Leghorns issued to date. Contains original copyrighted charts, showing standard Leghorn shape and correct markings. First and only book issued devoted exclusively to Leghorns. Treats all varieties. Every line new and original. Detailed instructions for judging. 64 pages, 9 x 12 inches. Price, postpaid, 50 cents.

The Wyandottes: Silver, Golden, White and Buff.—New and revised edition. Most complete book published on this popular American breed. Beautiful color-plate frontispiece of pair of White Wyandottes. Original charts, showing proper lacing of the Silvers and Golden in every section. Contributors include America's foremost breeders of all varieties of Wyandottes. 64 pages, 9 x 12 inches. Price, postpaid, 50 cents.



Cyphers Incubator Company's Food Mill, Kansas City, Mo.—View of North Wing and Some Interior Views. (See opposite page)



OUR new Kansas City Poultry-Food Mill (illustrations of which appear on the opposite and following pages) has been a source of satisfaction to us and to our customers ever since its establishment.

It has enabled us to maintain the quality which has for years secured to the Cyphers Poultry Foods their position as leaders in this field. It has enabled us to maintain this quality when, by reason of high prices of grain, many poultry foods on the market have been composed of cheap refuse grain, sweepings, etc.

The wisdom of establishing this mill in the center of the district from which this country's chief grain supply is drawn has been shown by the ease and promptness with which we can now fill orders as well as in the maintaining of quality. We buy our grain first hand and so take no chances on adulteration by middlemen. We are determined that the acknowledged superior quality of Cyphers Poultry Foods shall not deteriorate.

Our mill is in the center of the alfalfa-growing section of the country, and this means that the best part of the plant—the leaf—is not lost before it reaches our hands. Alfalfa leaves get dry and readily fall off, and the surest way to retain them is to mill them before this happens. That we do. It requires the special machinery with which our mill is equipped, to produce the noted Mealed Alfalfa and Shredded Alfalfa of the quality shown by the Cyphers product.

Cyphers Ready-Mixed Poultry Foods throughout the list are the result of careful work on the part of experts in our employ, who have gathered the world's best knowledge on the value of food stuffs and the science of feeding, and applied it to the needs of the poultry raiser.

The following references to the illustrations of our mill will be interesting. In the five illustrations on the opposite page are the following: **Upper left-hand view**—a lot of elevator heads and the base of a 1000-bushel hopper scale in which all the grain received is weighed—a carload at a single draft. **Upper right-hand view**—machines for making steel cut wheat. One hundred knives in each machine cut the grain as it passes a perforated plate traveling at the rate of 300 revolutions a minute. Before reaching these machines the grains are cleaned and graded. **The center illustration** is of the north side of our mill. **The lower left-hand view** shows one of the mixers from which the finished product is drawn and bagged.

The illustrations appearing on page 122 are as follows: **Two upper views**—grain-cleaning machines, purifiers and grading reels, where all bran and germs are removed from corn and the meal separated, the gritty parts scoured and seeds of all kinds thoroughly cleaned before being deposited into the stock bins on the floor below. **The center view** shows the south side of the mill in which the alfalfa products are prepared. **The lower left-hand view** shows a fifty-horsepower electric motor utilized for driving the machinery which cleans the grain. **Lower right-hand view** shows part of the floor where alfalfa products are made. The spouts and funnels are connected with a large suction fan which removes all dust from the alfalfa.

The illustrations shown on page 124 are as follows: **Upper left-hand view**—mills that beat and grind the alfalfa into the finished product. **Upper right-hand view**—hoppers from which the foods are bagged and weighed. These hoppers are kept charged by the automatic mixing machine shown in the lower left-hand view. Each machine is capable of mixing six 100-pound bags per minute, every bag containing an exact proportion of the various materials required. These machines are our own design, for which patent has been allowed, and they are the only ones of the kind in existence. **Center view** shows a portion of the second floor of the alfalfa building with machinery for separating and grading the product after it comes from the cutters. **Lower right-hand view** shows a few of our grinding mills for making the first break on the grain.

Quality First—The Price As Low As We Can Make It

Quality guaranteed.—We grind, mix, sack and seal all Cyphers Foods, and positively guarantee them to consist of sound and wholesome grains and seeds. No waste by-product or inferior material of any kind is used in their manufacture. The ordinary miller positively cannot duplicate or equal these specially-prepared and properly-balanced foods. On the authority of expert analysis and repeated experiments, we guarantee all Cyphers Foods to contain the proper ingredients in the right proportions to accomplish the results for which they are recommended.

For the protection of our customers, all Cyphers Ready-mixed Poultry Foods and Alfalfa Products are put up in 50 and 100-pound sealed bags and packages, bearing the Cyphers Trade Mark, each bag being sealed with a lead seal with the word "Cyphers" stamped on one side and the word "Buffalo" on the other. Photographic reproductions of both sides of this seal are shown on this page. Customers should refuse all bags which do not bear our seal, also those on which the seal has been broken or removed.

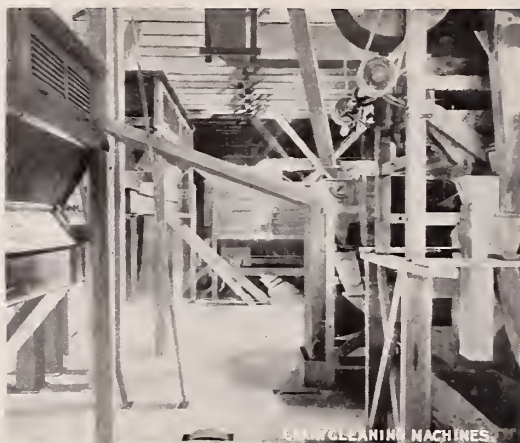


CYPHERS INCUBATOR CO.,
BUFFALO, N. Y.

November 1, 1906.



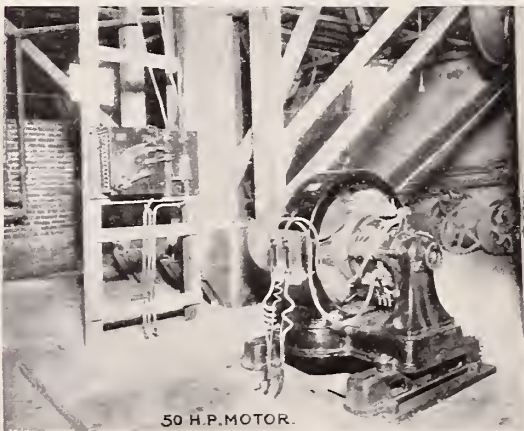
PART VIEW OF FEED MILL



CLEANING MACHINES



REAR VIEW OF FEED MILL



50 H.P. MOTOR



CUTTING AND PICKING MACHINES

Cyphers Chick Food

A Complete, Scientifically-Compounded Food for Young Chicks

AS the purpose of an incubator is not simply to hatch chicks but to hatch strong, healthy chicks, so is the purpose of chick food not simply to allay hunger but to satisfy cravings for needful nutrients and to furnish them in easily digestible form—and, according to the evidence of thousands of users, that is what Cyphers Chick Food does. There is practically no bowel trouble, no so-called white diarrhoea, where Cyphers Chick Food is used.

The immense satisfaction derived from the use of a chick food balanced to meet the requirements of the delicate digestive organs of newly-hatched chicks has never been better illustrated than by the hundreds of letters we have received each year from grateful users of Cyphers Chick Food. This food has always stood high in the opinion of experienced poultrymen, but the establishment of our big poultry food mill at Kansas City and the consequent increase in distribution of our foods have brought before us more clearly than ever the wide-spread satisfaction with which this high-class food is received. We select from a pile of letters lying before us a few that give evidence—clear, unmistakable evidence—that where Cyphers Chick Food is used bowel trouble is practically unknown. There is no food that equals it in promoting growth. Chicks grow more rapidly than if fed on any other food. This statement is in accord with the experience of thousands of our customers. A few sample letters are given below. The reason Cyphers Chick Food gives such extraordinary results is that it is a mixture of many different grains and seeds so proportioned to the needs of the growing chick that it is fully nourished. By the term “fully nourished” we mean a great deal. Most feeding stuffs contain too much waste in the form of fibre and not enough flesh-and-feather-forming elements; in consequence, the chick develops indigestion and diarrhoea, lingers a few days, then dies. No one grain contains all the elements necessary for the greatest growth in chicks.

In compounding Cyphers Chick Food, therefore, this fact is fully considered and selection is made

from numerous grains and healthful seeds by which, when properly balanced, the protein or flesh-and-muscle-forming element is maintained high, the carbohydrate or fat-forming element is reduced to its proper proportion, and the ash or mineral elements are in sufficient amount to supply the needs of the rapidly-growing bird.



No Weed Seeds

Chick foods that contain weed seeds are numerous. Buyers, especially if they are farmers, should closely inspect the chick food they buy, and if weed seeds are found, refuse to accept it—for two reasons: First, the chicks will not eat the weed seeds, and the money spent for them is therefore lost; secondly, if scattered on the ground they take root, and soon the farm becomes covered with noxious weeds. It is for these reasons that we exclude from our Chick Food all the weed seeds possible until it is even cleaner than seed grains bought from the seedsmen.

Directions for feeding in every bag. Remember that Cyphers Chick Food is put up in sealed bags which bear our trade-mark. *Do not accept the bag if our seal has been broken.*

Prices of Cyphers Chick Food

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston.)

50-lb. sealed bag	\$1.50
100-lb. sealed bag	2.50

Special prices on larger lots.

If it is not convenient to purchase through a branch house or from factory, write us for name of nearest dealer handling our Chick Food. Branch offices do not have this information, therefore address Cyphers Incubator Company, Home Offices, Buffalo, N. Y.

No Bowel Trouble or Diarrhoea When Cyphers Chick Food is Used

Drums, Pa., July 15, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Never had any bowel trouble this season, thanks to your foods.
W. H. LINDEUR.

Gabriels, N. Y., July 16, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I do not believe that any of my chicks would have lived without your Chick Food, as they had been previously dying very fast.
F. M. BARNES.

Bennington, Mich., July 15, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I have used your Chick Food and have not lost a chick from any trouble of the usual nature.

E. J. HIBBARD.

New London, Ohio, May 31, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

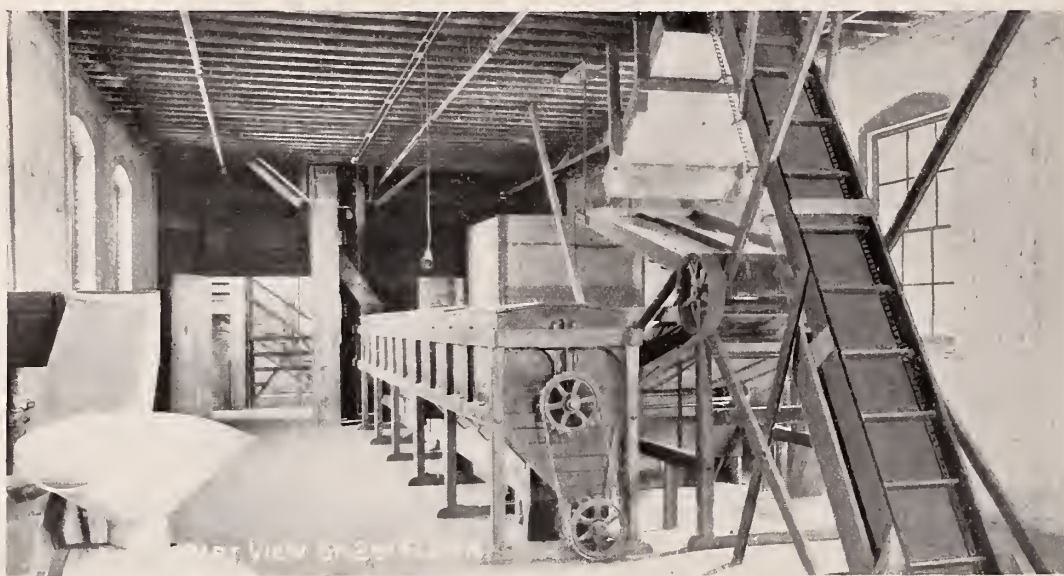
Cyphers Chick Food certainly is a life-saver for little chicks. I have not lost a single chick this season with bowel trouble.
LEON T. BURROWS.



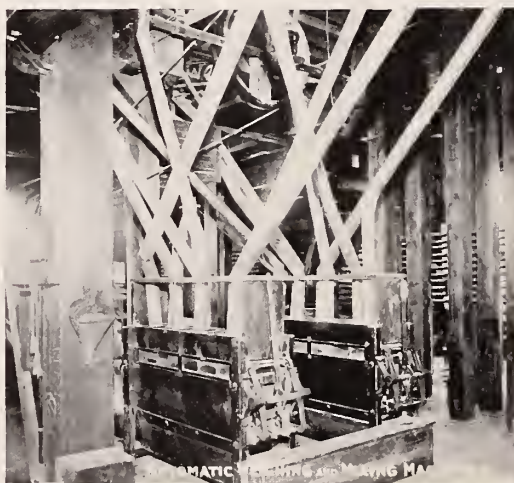
ALFALFA MILLS.



MOTOR AND BAGGING MACHINES.



WIDE VIEW OF MILL.



AUTOMATIC GRINDING AND MIXING MACHINE.



GRINDING MILLS.

CYPHERS READY-MIXED POULTRY FOODS

"Fills the Bill"

Rising Sun, Md., July 12, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Your Chick Food fills the bill. Chicks (White Leghorns) hatched February 25th, raised on Cyphers Chick Food, laid first eggs July 6th.

WM. T. GILLESPIE.

"Sweet, Clean and of the Best Grains and Seeds"

Larkfield, L. I., N. Y., July 11, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Your Chick Food is **sweet, clean and of the best grains and seeds.** It gives the results we are all looking for—rapid growth and healthy chicks.

WALTER R. HARMON.

Hens Laying as Regularly as Clockwork

Brooklyn, N. Y., July 9, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I have always used your foods and find them very satisfactory. On a ration of Cyphers Scratching Food, and Cyphers Laying Food, mixed with Alfalfa in a mash, **last winter my hens were laying as regularly as clockwork, regardless of the weather.**

WM. B. CONNER.

Likes Cyphers Alfalfa

Stratford, Conn., Jan. 16, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

At New York I ordered one-half ton of your Alfalfa, and it is the **best I ever saw.**

C. H. WELLES.

Develops Chicks Quickly

Moon Run, Pa., May 15, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I hatched out of 210 fertile eggs, 180 good, strong White Leghorn chicks, and fed them on Cyphers Chick Food. They are now five weeks and three days old and the cockerels are crowing and are large size. **Have about 1,050 and all are doing fine.**

C. F. LORISH.

Thrive and Grow from the Start

Green City, Mo., June 8, 1905.

Cyphers Incubator Company, Buffalo, N. Y.

I am using your Chick Food exclusively this year, this being the second season I have used it with most satisfactory results. **The chicks seem to thrive on this food and grow from the start;** and that is what makes a healthy chick—not to allow it to stop growing a minute after it is out of the shell.

F. M. BUCKINGHAM.

"Used Many Tons of It"

Chazy, N. Y., June 20, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Can heartily recommend your Chick Food, as **I have used many tons of it.** It possesses all the necessary ingredients for promoting growth in little chicks, and is a food which does not cause diarrhoea or other bowel troubles so common to the little chick. In short, it is a **perfectly balanced ration.**

C. E. HAMILTON.

Superior to Other Foods

Des Moines, Ia., July 25, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I have experimented with most of the foods on the market, and **find Cyphers Foods the finest, best, cleanest and most successful of any I have used.** I think they are superior to anything on the market.

W. H. FORT.

Likes Them All

Englewood, N. J., August 6, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We use your Alfalfa, Chick Food, Beef Scrap and Scratching Food exclusively, and think we **have done remarkably well during the past season.**

MILLER BROS.

Refreshing To Get Plump Grains

Groton, N. Y., November 21, 1905.

Cyphers Incubator Company, Buffalo, N. Y.

I am much pleased with the Scratching Food. Have used other kinds and in them there has been so much shriveled wheat that **it is refreshing to find yours with nice plump grains.**

ELBERT C. PURDY.

"It is a Life Insurance for Chicks"

Hickory, Mo., June 27, 1905.

Cyphers Incubator Company, Buffalo, N. Y.

I have fed your Cyphers Chick Food and **have had no loss from bowel or other trouble.** I shall never try to raise chicks without it again. It can truthfully be said—"It is a life insurance for chicks."

MRS. J. D. RICE.



White Wyandotte Chicks hatched in a Standard Cyphers Incubator and fed on Cyphers Food and Beef Scrap. When eleven weeks old they weighed three pounds each. Grown by H. B. Heylumn, Bellefonte, Pa.

Weight Three Pounds Each at Eleven Weeks

Bellefonte, Pa., June 21, 1905.

Cyphers Incubator Company, Buffalo, N. Y.

I herewith enclose photograph of my White Wyandotte chicks. They were hatched in one of your No. 1 machines on March 19th, and at the time the picture was taken, eleven weeks later, June 5th, **they weighed three pounds each.** Their first feed was of your Chick Food and they never had anything else until the third week, when we added a dish of your Beef Scrap. Their growth has attracted the attention of all who have seen them, and their perfect health is very evident from their fine yellow legs, red combs and good plumage. Later flocks, fed in the same way, are coming fast and **never have any bowel trouble.**

H. B. HEYLUMN.

"Free from Padding and Filling"

Lamont, Ill., April 9, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We received the Chick Food very promptly. It is giving the best satisfaction of any we have ever used. **It is certainly free from "padding and filling" and is the purest and sweetest we have ever seen.**

MORGANDALE FARM

Fed Nothing Else for First Month

Lockland, Me., Sept. 4, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Have obtained the best results from using your Chick Food, as all of my layers are started on it and are fed nothing else for the first month.

H. A. MATHER.

"Pleased with Beef Scrap and Grits"

Chatterton, Va., April 16, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I am much pleased with the Beef Scrap and Grits.

MRS. F. P. TAYLOR.

The Miller's Wife Uses Cyphers Chick Food

New Troy, Mich., June 6, 1904.

Cyphers Incubator Company, Buffalo, N. Y.

I have used Cyphers Chick Food two years. I fed it exclusively for the first three weeks, **and I never had little chicks grow so fast or so few cases of bowel trouble as I have had since using this food.** I find it **equally good for young turkeys,** as I have not lost one this season and I fed on nothing else.

MRS. F. H. MORLEY.

New Troy Grist Mill.



Mrs. F. H. Morley's Chickens—Fed on Cyphers Food. (From Photograph.)



Cyphers Developing Food

For Hastening the Growth of Young Stock

CYPHERS Developing Food, as its name implies, is a special food intended for properly maturing chicks after they are ready to be weaned from Chick Food, and to carry them along to

the age when it is desirable to place Scratching and Laying Food before the pullets.

Developing Food is properly balanced to supply the material needed for rapid growth of bone, muscle and feathers. It is the best food on the market for hurrying along young stock for show, both in size and plumage, and also in hastening the growth for market purposes.

Developing Food contains a variety of grains, in sizes and quantities exactly suited to the purpose for which it is intended. When used, its value will be quickly made manifest in the improved appearance of the flock. It insures uniform and even growth with normal, healthy feathering. We claim that by the use of this food a strong, hardy chick is

produced with more rapid growth than it is possible to attain in any other way.

Developing Food is dry-grain food. It may be fed from food hoppers if desired; however, we recommend that, for best results, it be scattered broadcast or in litter so that the chicks must work for it, as exercise is necessary to aid normal digestion and promote health. Developing Food should be fed three times a day, all that the chicks will clean up eagerly. See that the birds are supplied with oyster shells and grit.

The quality of the meat produced where Developing Food is used will be found to be far superior to that of the ordinary farm-fed chicken, and they will be as plump and fat as it is desirable for healthy, growing chicks to become.

Cyphers Developing Food is put up only in 50 and 100-lb. sealed bags bearing the Cyphers Company trade-mark and sealed with Cyphers lead seal. List of Cyphers ready-mixed foods and directions for feeding will be found in every bag.

Prices of Cyphers Developing Food

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston)
50-lb. sealed bag \$1.15
100-lb. sealed bag 2.00

Special prices on larger lots.

"Never Had Any Sleepy, Mopy Chicks Sitting Around"

Johnsonburg, Pa., August 14, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I used your Developing Food, Chick Food, and High Protein Beef Scrap, feeding them according to directions, and never had any sleepy, mopy, chicks sitting around with their wings down, nor have I had any bowel trouble, leg weakness and other ailments young chicks will get if they are not provided with the right kind of food. I cannot praise your food too much.

GEO. E. AUNKST.



Grown With Cyphers Ready-Mixed Foods.

These prime "soft roasters" were raised on Cyphers Food and Beef Scrap, and are of the same age as the birds shown opposite. (From a photograph taken at Curtiss Poultry Farm, West Norwell, Mass.)



Grown Without Cyphers Ready-Mixed Foods.

These roasters were grown by the ordinary "farm-fed" method and are of the same age as the birds shown opposite. (From a photograph taken at Curtiss Poultry Farm, West Norwell, Mass.)

Cyphers Forcing Food

A Mash Food Specially Designed to Promote Rapid Formation of Flesh

TO secure the highest market price for dressed or live poultry it is necessary to place the fowl on the market in the best possible condition so that it possesses both the quantity and quality of meat required by those consumers who are willing to pay the highest prices for an article that meets their requirements. A heavy fowl is not necessarily up to those requirements. The weight may be made up chiefly of bone—the frame of the fowl may be big, but it may possess little meat. To be worthy of the highest market price, the fowl must be “finished”; it must have a liberal quantity of meat on its frame and that is obtained only by the finishing process, whether the fowl be intended for broiler, roaster or capon. In addition to quantity there must be quality. A dressed fowl weighing six pounds and having a liberal quantity of meat on its bones may be worth only fifteen cents a pound—ninety cents—because the flesh has been secured in the course of an ordinary healthful growth of several months, fed on the usual food, whereas if it had been fed specially during the last month upon food prepared for the purpose the result would have been that every pound of meat would have been of better quality, worth at least another five cents a pound, in addition to which another pound in weight would have been added, making a difference of 50 cents in the price received for the fowl—all profit.

This is given in illustration of the fact that poultry need finishing just as cattle do, and it should not be forgotten that the finished product is always the first to disappear from the market-stall or the commission merchant's store, while the ordinary every-day fowl is left till last—frequently till the next day and then sold at a sacrifice.

There is no finishing food on the market to compare with “Cyphers Forcing Food,” for the simple reason that it, like all other Cyphers products, is prepared by poultry experts, who know the requirements, and who have at their command the best

equipped poultry-food mill in the world (see pages 120, 122 and 124).

If a broiler is to be produced, the chick should be fed up to the limit, so as to make the growth in the shortest possible time. If a roaster is wanted, it should not be forced so rapidly. A roaster has longer to live, its digestive organs have more work to do, and therefore they should not be taxed to the limit of endurance at the earlier stages. Mrs. J. D. Barnes, of Wenham, Mass., secured an average of three pounds each on her flock of chicks when 70 days old. This she did by using the Cyphers Company's Foods (see illustration on this page). Cyphers Forcing Food is a ground food to be mixed with warm water. We feed as follows:

Broilers.—First week, Cyphers Chick Food; second week, add dish High Protein Beef Scrap; third week, add two feeds daily Cyphers Forcing Food; fourth week to finish, increase the Forcing Food to three feeds daily. Cyphers Chick Food in litter all the time for the first seven weeks, Cyphers Developing Food or Scratching Food in litter for the balance of the time.

Roasters.—First and second weeks, Cyphers Chick Food; third week, add dish of High Protein Beef Scrap; fourth week, add one feed daily of Cyphers Developing Food; fifth week, add two feeds daily of Cyphers Developing Food; sixth week to tenth week, three feeds daily of Cyphers Developing Food; tenth week to finish, give three feeds daily of Cyphers Forcing Food. Cyphers Chick Food in litter for the first six weeks, Cyphers Developing Food in litter from sixth to tenth week, Cyphers Scratching Food in litter for the balance of the time.

For the protection of our customers against adulterations or substitutions, Cyphers Forcing Food, like all our other foods, is put up in 50 and 100-pound sealed bags only, bearing our trade mark. Customers should refuse bags upon which the seal has been broken. Directions for feeding in every bag.

Prices of Cyphers Forcing Food

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston)

50-lb. sealed bag \$1.15
100-lb. sealed bag 2.00

Special prices on larger lots



These White Wyandotte chicks were hatched in a Cyphers Incubator and raised on Cyphers Foods and Beef Scrap. They were 10 weeks old when this picture was taken, and a pair of them weighed exactly six pounds. Chicks were grown by Mrs. J. D. Barnes of Wenham, Mass.

Cyphers Laying Food

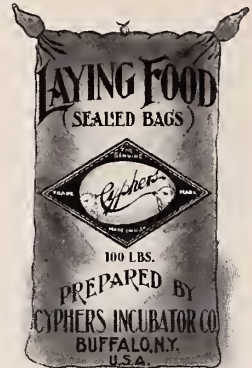
A Balanced Ration, Ready Mixed for the Daily Mash

THE person who fails to get most out of his hens in the shape of eggs is he who thinks that all they need is a full supply of wheat, corn, oats or any other one grain. To secure a large supply of eggs the fowls must be fed food suited for egg-making. It is for this purpose—for the purpose of inducing the hens to lay more eggs that Cyphers Laying Food is made. The first few eggs laid pay for the cost of production; the "few more" represent profit, and it is by feeding Cyphers Company's well-balanced Laying Food that these "few more" profit-bringing eggs are obtained.

Cyphers Laying Food is a palatable and highly nutritious balanced ration, ready for making the daily mash, manufactured by us to meet the demand of poultrymen, who, as a result of experience with mash foods manufactured from by-products and inferior or damaged grain, understand the importance of using foods produced from perfectly sound grains. Poultrymen who wish to obtain the greatest food value for their money will realize that it is to their advantage to buy of manufacturers who are specialists in the production of poultry foods, who make it their business to buy grains for this one purpose and are not engaged in ordinary milling, or in the production of cereal foods, from which there is

left a large by-product of comparatively worthless fibrous matter. Remember this: There is a big difference between poultry food made up of the leavings, the sweepings of stock-food and breakfast-food manufactories, and the whole grain ground specially by us in our own mills.

Mash foods should invariably be accompanied by a food that will promote exercise, for which purpose we recommend that Cyphers Scratching Food be scattered in litter.



Cyphers Laying Food is put up in 50 and 100-lb. sealed bags, each bag bearing our trade-mark. Full directions for feeding in every bag.

Prices of Cyphers Laying Food

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston)

50-lb. sealed bag.....	\$1.15
100-lb. sealed bag.....	2.00

Special prices on larger lots

Cyphers Scratching Food

An Ideal Dry-Grain Mixture; Affords Variety, Promotes Exercise

SCRATCHING Food fills one of the most important requirements of the poultryman if correctly prepared. It is not sufficient to provide grain to be thrown into the litter of a "hen house," even if in imitation of the Cyphers Company product it happens to bear the name of "scratching food." That does not make it scratching food in fact, neither can a happy-go-lucky mixture of grains be properly called "scratching food," even though

it may serve the purpose on a solitary occasion. A scratching food rightly named is composed of such a variety of grains and seeds properly balanced as will meet a variety of conditions. A well-composed scratching food not only provides a helpful ration but contains such an attractive variety of grains as induces the hen to scratch for more. Such is the Cyphers Scratching Food. It induces the growing chicks to "scratch



and be contented" and at the same time adds weight to them. It induces the head of the pen to exercise in his search for these tit-bits—and every poultryman knows how often the over-cour-

teous cock stands around, goes hungry and gets thin while the hens get their fill appropriating his share. Exercise is necessary to promote digestion, maintain health, insure a heavy egg yield and fertile eggs. Remember that breeding fowls cannot be kept vigorous and strong by any method that does not require exercise and plenty of it.

In selecting and preparing the grains and seeds for Cyphers Scratching Food we crack or cut them sufficiently small so that the fowls will have to work to find them and cannot eat the food all out of the litter in a few minutes. It defeats the purpose of the litter, in promoting exercise, to feed nothing but whole grains. While we leave some whole wheat in our Scratching Food, together with whole barley, sunflower seed, etc., still fully three-fourths of this food is smaller than whole wheat. On the other hand we screen out the particles of ground grain and seeds that are too small to be found in the litter by the fowls, and so we prevent waste.

Cyphers Scratching Food is put up in 50 and 100-pound sealed bags, each bag bearing our trade-mark. Directions for feeding in every bag.

Prices of Cyphers Scratching Food

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston)

50-lb. sealed bag.....	\$1.15
100-lb. sealed bag.....	2.00

Special prices on larger lots

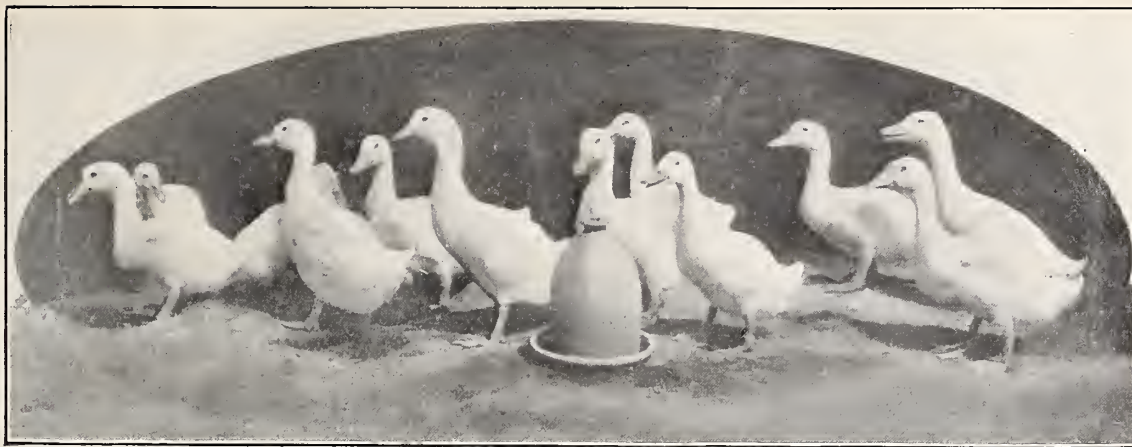


Fig. 1.—This Flock of Ducks was Reared Without Meat Food.

High Protein Beef Scrap

The Standard Meat Food for Poultry of All Ages

HIGH Protein Beef Scrap is an especially valuable meat food for poultry, and gives very satisfactory results when fed dry from a food hopper. "Any kind" of beef scrap will not answer for poultry feeding. Poor beef scrap scours the birds and otherwise injures them. Where the best beef scrap is used the results are uniformly good. Do not fail, therefore, to buy your supply from a reliable source.

We have no hesitancy in recommending our brand of beef scrap as being the best on the market. We guarantee the purity of this scrap. No pork or fat is used to add weight. Ordinary commercial scrap contains 35 to 40 per cent. protein, and from 20 to 30 per cent. fat, while our scrap, as analyzed by the New York State Board of Agriculture, shows 50 to 65 per cent. protein and only 10 to 20 per cent. fat. An excess of fat reduces the feeding value of poultry food, protein being the essential element. For this reason cheap scrap means cheap material, low feeding value and an article which, if fed to chicks or ducklings, may cause exceedingly

harmful results. A trial will convince you of the superiority of our High Protein Beef Scrap. Two-ounce sample package mailed free.

The two flocks of ducks illustrated on this page show the value of beef scrap as a poultry food. Figure 1 shows a flock of ducks which were reared without meat food. Figure 2 shows a flock of sturdy ducklings which were reared under the same conditions and fed a ration containing High Protein Beef Scrap from the start. At the beginning of this test the number and size of the ducklings in each flock were the same.

Prices of High Protein Beef Scrap.

Please address nearest office (Buffalo, Boston, New York, Chicago, Kansas City or Oakland) for prices of Beef Scrap. As a rule we can quote prices on two grades: High Protein Beef Scrap, which we guarantee to be of highest quality, and a No. 2 or "Commercial Scrap" that is commonly sold at a lower price.



Fig. 2.—This Flock was Fed Meat Food. At the Start, the Number and Size of the Ducklings in Both Flocks were the Same.



CYPHERS ALFALFA PRODUCTS

ALL experiment stations make it a point to include green food or a substitute in the rations for fowls in every case where it is possible to use it. Even in experiments conducted to decide whether a wide or a narrow ration is best for a certain purpose, alfalfa is used to regulate the digestion of the fowls, it being a safeguard against the ills of indigestion and over-feeding. Alfalfa as an aid to digestion, possesses an additional value, but it must be properly cured or it will be too fibrous.

All Cyphers alfalfa products are cut and ground in our own mill at Kansas City, which mill is especially adapted to the work of manufacturing them, saving the most valuable parts and avoiding the stringy, fibrous article that is frequently sold as alfalfa.

In England, where close attention is paid to stock-feeding problems, comparison of grasses, clover, and barley and corn fodder, places alfalfa at the top of the column in albuminoid contents, it having in the analysis referred to 16 per cent., as against 12 per cent. for clover, the next highest. Don't forget that the white of an egg is largely albumin.

The Chemical Division of the Agricultural Experiment Station at the University of Minnesota referring to an analysis of foods it has made, states that "*the most striking feature shown is the large amount of protein in the alfalfa*" in comparison with clover, the former possessing in this analysis 17½ per cent. of protein, and the latter 13 per cent. "*This substance*" (protein), adds the chemist, "*is always the most valuable constituent of a feeding stuff.*" It is the substance that enters so largely into the composition of the flesh and the vital fluids of the body, and, in a dairy animal, of the milk. *Here, then, we have a source of protein which seems to be far superior to red clover, which heretofore has held undisputed the title of being the best nitrogenous forage for Minnesota.*"

The chemist at the Dominion of Canada Experimental Farm, Ottawa, in his report, states that "alfalfa furnishes a large amount of forage especially rich in flesh-forming constituents," and that it belongs to "a class of plants including the clovers, peas, beans, vetches, etc., that is characterized by possessing a large proportion of nitrogenous matter (crude protein) in their tissues." This expert chemist further stated that cured alfalfa possesses 14 per cent. of crude protein, that red clover possesses 12 per cent. and that mangels contain only 1½ per cent. He adds, "it is evident that alfalfa furnishes a more nutritious fodder, weight for weight, than the grasses, Indian corn, or roots."

Another advantage of feeding alfalfa should not be overlooked. It puts color into the egg. Buyers of eggs in winter have frequently objected to light yolks, desiring a darker, richer color. Alfalfa gives this rich color to the yolk and makes the egg that much more salable. See that you get Cyphers green alfalfa.

We especially caution poultry raisers against adulterated alfalfa meal. A large percentage of the products offered poultrymen under the name of alfalfa meal are adulterated with herbs, grass, weeds and floor sweepings. Three samples that were tested by us showed but 25 to 30 per cent. pure, the remainder being a mixture of grasses and weeds. One sample tested showed but 15 per cent. pure. This is accounted for by the fact that alfalfa is higher priced than ordinary hay. If buyers would but get a sample of the article offered for sale and then demand that the article bought should come up to the sample, much dissatisfaction and loss to poultrymen would be avoided. Cyphers Company is always ready to mail samples of any of their food products on request.

CYPHERS INCUBATOR COMPANY.

Cyphers Short-Cut Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa.—Alfalfa Possesses from 14 to 17 Per Cent. Protein, Mangels $1\frac{1}{2}$ Per Cent., Grass 6.65 Per Cent.—Protein is the Most Valuable and Most Expensive Element in All Foods

As an accompaniment to the mash fed by some, and the dry food fed by others, a vegetable food such as alfalfa is indispensable. Among green foods alfalfa stands at the top. It contains more protein than any plant in general use as food and if properly cured and pure, is cheaper. In other words, protein, that invaluable content of poultry foods, when bought in the shape of alfalfa, is low-priced. But it must be good *green* alfalfa, properly cured, and immediately manufactured; otherwise it will be nothing but hay. Remember our Kansas City mill is right in the alfalfa-growing district.

When used with the mash, Short-Cut Alfalfa is mixed dry with the other foods and scalded or boiled with them, as the poultryman desires. When fed

in connection with dry grains it should be scalded in a trough or other vessel and left for the fowls to eat at will. Put up in 50 and 100-pound bags bearing our trade-mark and seal. Directions for feeding in every bag.

Prices of Cyphers Short-Cut Alfalfa

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston)

50-lb. sealed bag...\$1.00

100-lb. sealed bag... 1.75

Special prices on larger quantities.



Cyphers Shredded Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa



Our Shredded Alfalfa is shredded in fact—it is not simply short-cut; let us repeat, it is *shredded*, the fibers being separated as well as cut into convenient lengths. By its use the mash may be more easily prepared, as the scalding water takes hold more readily. This may be used separately in troughs after it has been scalded in the manner directed for short-cut alfalfa. This product is obtainable only by the special machinery we

have installed in our Kansas City Poultry Food Mill. It is easy to recognize the difference between short-cut and shredded alfalfa and customers should see that they get the shredded product when they ask for it. Some will endeavor to sell short-cut in place of shredded because they have not the machinery to produce the latter. You get what you order from the Cyphers Company. Put up in 50 and 100-pound bags bearing our trade-mark and seal. Directions for feeding in every bag.

Prices of Cyphers Shredded Alfalfa

(F.O.B. Kansas City, Buffalo, Chicago, New York or Boston.)

50-lb. sealed bag\$1.00

100-lb. sealed bag 1.75

Special prices on larger quantities.

Cyphers Mealed Alfalfa

Guaranteed 95 Per Cent. Pure Alfalfa

Mealed alfalfa is a boon to poultrymen when it is properly ground. We say this advisedly because there are a number of articles placed upon the market, as ground alfalfa, ground clover, etc., etc., that are not properly ground. Why? Because it requires special machinery to properly grind alfalfa or clover. These plants are not like grain and cannot be ground in an ordinary mill; that is where we have the advantage in our specially-equipped Kansas City mill. Our mealed alfalfa is *properly ground*. It is intended to be used in the formation of mashes for poultry for every purpose. It aids digestion and affords bulk to grain foods which are often too concentrated. If more alfalfa meal were fed to young chicks there would be less mortality and this applies equally well to mature fowls. We

ask poultrymen to compare our alfalfa meal with other grades, then buy the best. Put up only in 50 and 100-pound bags bearing our trade-mark and seal. Directions for feeding in every bag.

Prices of Cyphers Mealed Alfalfa

(F. O. B. Kansas City, Buffalo, Chicago, New York or Boston.)

50-lb. sealed bag...\$1.10

100-lb. sealed bag.... 2.00

Special prices on larger quantities.





PHOTOGRAPHIC VIEWS ON CYPHERS COMPANY POULTRY FARM

1. Entrance to Farm in course of construction, showing Manager's House, Barn, Incubator and Brooding House. 2. Incubator Houses and Brooding Houses with Chick Runs. 3. A large view of one of the Incubator and Brooding Houses with Chick Runs. 4. A line of Cyphers Colony Coops and Shed-Roof Portable Houses, which we have found indispensable after the chicks are removed from the brooders. 5. A quadrangle of Poultry Houses erected as portion of our Experiment Plant. These houses are 180 feet long, each containing 15 pens.



CYPHERS COMPANY POULTRY FARM

TO our expressed intention of possessing a large poultry farm where the numerous poultry supplies manufactured by Cyphers Incubator Company might be tested and subjected to experiment, as we intimated in our last year's catalogue, we have added an object lesson of how to establish a plant that shall be made not only self-supporting (as was our first intention), but that shall be made to yield revenue. This experience will be of service to our numerous customers as illustrating the well-known fact that a poultry farm properly conducted *pays*. In order that such illustration might be of benefit it was desirable that the farm should be established gradually, taking some years to complete it.

Due regard should be given by beginners to buying the poultry and eggs in proper season—in only such quantities as would be necessary the first year; bearing in mind the fact that after the necessary initial purchases it becomes the business of the experienced poultry farmer to breed and raise his own stock. To start a poultry farm by buying enough breeders or enough eggs to fully stock the farm to its utmost capacity the first year is to exhibit the inexperience of a novice and the carelessness of a spendthrift, and to lay the foundation for failure.

An Object Lesson for Beginners

This company, therefore, followed the precepts it has laid down in its publications, by buying a few of the *best breeders obtainable*, and a considerable number of eggs for hatching from leading exhibition and record-laying flocks, and thereby was successful in establishing the first year a farm that produced eggs for market for a fair-sized select class of customers—the entering of a wedge for a future desirable market business; a farm that was able to supply a portion of the demand of our customers for reliable, guaranteed breeders and exhibition stock; and above all, a farm that possessed for the requirements of this and subsequent years a foundation flock of tried breeders.

The result is that we now own a farm stocked with breeders of exhibition fowls that have proved their worth to us, a farm possessing exhibition specimens of superior value on account of their vigor, bred by ourselves and raised upon Cyphers health-giving stamina-producing balanced foods; with a large flock of record egg producers whose dams also were

selected on account of their laying value; and with a farm-raised flock of fowls selected on account of their quick growth and wide-breasted, meaty, marketable formation—such as are readily finished for market at a cost considerably lower than the ordinary farm stock ever can be.

These were our intentions, the whole constituting an object lesson for beginners, and these have been attained by us at no extraordinary expenditure. In breeding, our principle is—breed a Jersey for cream, a Holstein for milk, and a Durham or other suitable animal for beef; and we wish to impress upon readers the fact that there is just as much difference in fowls as in cattle, and that each flock must be bred to a purpose.

We would not have referred to the above at such length were it not for the fact that it may aid thousands of beginners in this great industry to *start right*.

Ordering Eggs for Hatching

We shall this season retain about double the number of layers and breeders that we did last year. More than this we cannot expect to do on account of the steady demand for breeders and eggs, which, if we did not persistently insist on keeping a stated number of breeders for ourselves, would clear out every fowl on the farm every season. We cannot yet supply the total requirements of our customers and we wish to take this opportunity of requesting those who want fowls for breeding or eggs for hatching in the early spring to inform us early so that we may register and fill orders consecutively as received. Too many poultrymen delay ordering eggs until their incubator is ready or their hens sitting, and then complain because they have to await their turn. The best method to pursue is to order early, even now, giving the date when shipment is required. Then we can, and will, satisfy you. It is no small matter to fill orders for tens, fifties and hundreds of breeders. Early in the season we can do it. An early order will not only save you time but money, and we know it means money to the poultryman to get eggs and breeders just when he needs them.

Let us tell you a little more about the Cyphers Company Poultry Farm. The accompanying illustrations render unnecessary more than a short description.



PHOTOGRAPHIC VIEWS ON CYPHERS COMPANY POULTRY FARM

1. In the foreground—Cyphers Company Brooders with Chick Runs and Colony Houses. In the background—Hygienic and Shed-Roof Portable Poultry Houses. 2. Cyphers Company Shed-Roof Portable Poultry Houses and a flock of young Barred Rocks. 3. Cyphers Company Shed-Roof Portable Poultry Houses and Colony Houses in use for white birds in molting season. 4. Cyphers Company Shed-Roof Portable Poultry Houses in which are housed the yearling hens during the summer months upon large range. 5. Cyphers Company Suburban Poultry Houses and a flock of Single-Comb White Leghorns on summer range.

The Poultry Farm Buildings

First, it is a farm where Cyphers Poultry Supplies are tested and used exclusively, and where they have proven their worth. In establishing the farm Portable Poultry Houses have been especially beneficial, and their use is permanent. We would not attempt to raise poultry on a large scale without them. They are invaluable because readily moved from place to place and afford a means not otherwise obtained of summering breeders on large range, in which case vigor and stamina for the breeders and fertility of next season's eggs are insured. We refer the reader to the numerous illustrations indicating the value of these houses, not only in summer but in winter.

Last year we had but four permanent houses and twenty Portable Houses. This year we have ten permanent laying houses; four more in course of construction; a large feed house, two large brooding houses and incubator cellars, and more than a hundred Portable Houses and Colony Coops. This gradual increase in capacity is what we advise, rather than an enormous expenditure at the start, which invites failure. In one of the brooding houses, which we call our "Experimental," we have during the year tested three separate methods of brooding chicks, and the test has borne out our experience of last year that Cyphers Hygienic Brooding apparatus gives us the most practical of all brooding-house methods.

In the incubator house, or cellar, we have our 11,000-egg incubator, which has been in successful operation. The large number of chicks hatched in it have been marketed in Buffalo, New York, and Philadelphia, except a selected few hundred which we have kept on the farm. Cyphers individual incubators, of various sizes, have, of course, been in continued use. We have found our brooding capacity insufficient, but that will be remedied by the construction of still more brooding houses as we catch up to the requirements in laying houses.

The Kind of Fowls We Breed

We have added several breeds this year, and can now furnish eggs and fowls from all the popular varieties, as shown by the list at the end of this chapter.

Among these are some very fine exhibition specimens and a considerable number of first-class utility birds. Some of the best strains of exhibition fowls in the country are represented, as well as noted laying strains, in addition to a fine selection of birds that have been bred in line for years for market purposes—broad-breasted, sturdy and fleshy.

As readers were informed in our last year's catalogue, our large poultry farm is located in the suburbs of Buffalo, easily accessible by rail, and open to the inspection of everybody on an order from Buffalo office.

We are also interested in and part owners of a number of successful poultry plants located near

New York City, Boston and Chicago. The managers of our branches are experienced poultrymen and each is conducting an extensive poultry plant in the interests of this company. We are, therefore, in a position to furnish leading breeds, and eggs from any variety.

Additional to stock and eggs we are prepared to furnish from our poultry plant and the poultry plants of our branch managers, we shall continue the practice begun by us a number of years ago of placing a portion of our orders with responsible poultrymen whose poultry farms or yards are located near our six places of business, and who produce high-grade thoroughbred stock—persons who are well known to us and can be relied on to take as good care of the interests of our customers as we would ourselves. Our opportunities to purchase, from fellow poultrymen, stock and eggs which we know to be as represented, are improving each season, and we place back of these fowls and eggs the same guaranty that covers all stock and eggs shipped from our own farm.

The success of students who have attended our farm course is very gratifying. Two of last year's students have been placed in responsible positions on Experimental Stations by reason of the extensive experience gained and tuition received in our various branches of poultry keeping. From time to time there are vacancies on the farm for young men who come well recommended—and this requirement is absolutely necessary, for the inducements are greater than upon any other similar poultry farm we know, and naturally we get many applicants. Therefore it will save time and sometimes disappointment if persons desirous of obtaining admission submit references with their application.

We make a specialty of equipping new plants—especially practical plants—with everything that is needed, beginning with plans for the buildings and yards, and concluding with stock, eggs for hatching, and foods for the fowls and chicks. Practical poultry keeping is really the foundation of our business success; hence we devote special attention to fitting out plants that are to be conducted on this basis.

We make a specialty of foreign shipments, and have during the past year supplied lots of ten to over a hundred in a single shipment to foreign countries with great satisfaction to the purchasers.

We are American purchasing agents for several large firms in foreign countries, supplying them regularly with American fowl, hence have had the necessary experience in making foreign shipments to insure our customers proper attention and safe delivery of the birds.

In selling eggs for hatching, we guarantee all to be from standard-bred stock, and true to name. We do not in any case ship eggs unless fairly well assured that they will run 75 per cent. fertile. No



SPECIMENS OF POULTRY ON CYPHERS COMPANY POULTRY FARM

1. A valuable White Plymouth Rock cock. 2. One of the best White Wyandottes of the season. 3. A Single-Comb White Leghorn of attractive style. 4. A Barred Plymouth Rock cock whose equal in color is seldom seen in a pullet breeder. 5. A Barred Plymouth Rock hen, having the clear barring required in show birds and pullet breeders. 6. Single-Comb White Leghorn cockerel that well illustrates the large-framed Leghorns we breed. 7. A young Barred Plymouth Rock cockerel of superior value. 8. A White Rock cockerel that illustrates what strong vigorous breeders and good hatching machines will do in the production of immense, quick-growing young stock.

CYPHERS COMPANY POULTRY FARM

claims are allowed for breakage of eggs in transportation. Both eggs and fowls are packed carefully and properly, according to the best known methods, and delivered in first-class condition into the hands of the transportation companies, where our responsibility as to breakage or damage ceases, as we have no further control over the goods.

Below we give a list of the varieties we are prepared to furnish. Space does not permit us to describe each variety separately, or to quote other than a general price list, covering both old and young birds, utility standard-bred stock and specially-fine breeding stock. In all cases we select for customers the best birds that can be furnished for the amounts remitted. Prices of large quantities of stock, of extra-fine exhibition stock, and of birds for foreign shipment, are matters for correspondence. All orders for stock and eggs must be accompanied by cash. Express charges and steward's fees on foreign shipments have to be prepaid. If birds shipped by us are not exactly as represented, we will be pleased to exchange them for others better suiting the taste of the purchaser, or will refund the money.

Other Standard Varieties.—Additional to those listed, we are prepared to purchase fowls for our customers from reliable breeders, including nearly every variety in the American Standard of Per-

fection, and the services of the managers of our six branch houses are at your disposal for this purpose. Write the nearest office, stating your wants, giving full particulars, and rely on our earnest co-operation.

CYPHERS INCUBATOR COMPANY.

Price List of Eggs for Hatching

Breeds and Varieties	Standard-Bred Utility		Exhibition Quality	
	Per 13	Per 100	Per 13	Per 100
Brahmas, Light	\$ 2.50	\$ 8.00	\$ 5.00 up	\$18.00 up
Langshans, Black	2.50	8.00	4.00 up	18.00 up
Leghorns, White	2.00	6.00	4.00 up	15.00 up
Leghorns, Brown	2.00	7.50	4.00 up	16.00 up
Leghorns, Buff	2.00	7.50	4.00 up	18.00 up
Minorcas, Black	2.50	7.50	4.00 up	16.00 up
Orpingtons, Buff	2.50	10.00	4.00 up	20.00 up
Plymouth Rocks, Barred	2.00	7.00	4.00 up	18.00 up
Plymouth Rocks, White	2.00	7.00	4.00 up	16.00 up
Plymouth Rocks, Buff	2.50	7.00	4.00 up	18.00 up
Wyandottes, White	2.00	7.00	4.00 up	16.00 up
Wyandottes, Silver	2.50	8.00	4.00 up	18.00 up
Wyandottes, Buff	2.50	7.00	4.00 up	18.00 up
Rhode Island Reds (S.C.)	2.00	7.00	4.00 up	16.00 up
	Per 12			
Imperial Pekin Ducks	\$ 2.50	8.00	4.00 up	15.00 up
	Each		Each	
Bronze Turkeys	\$.60		\$.70 up	
Embsen Geese .....	.50		.60 up	
Toulouse Geese .....	.50		.60 up	

For Breeds and Varieties not included in above list, see paragraph on this page headed "Other Standard Varieties."

Price List of Poultry

(On Lots of Over 50 Birds 25 Per Cent. will be Deducted from the Prices Quoted for Single Birds)

Breeds and Varieties	Standard-Bred Utility Stock					Stock of Exhibition Quality				
	1 Male	1 Female	1 Male and 4 Females	1 Male and 10 Females	Lots of 50 including 4 Males	1 Male	1 Female	1 Male and 4 Females	1 Male and 10 Females	Lots of 50 including 4 Males
Brahmas, Light	\$4.00 up	\$3.00 up	\$14.40 up	\$28.90 up	\$123.20 up	\$12.00 up	\$ 8.00 up	\$39.60 up	\$ 78.20 up	\$332.80 up
Leghorns, White (S. C.)	3.00 up	2.50 up	11.70 up	23.80 up	101.60 up	10.00 up	6.00 up	30.60 up	59.50 up	252.80 up
Leghorns, Brown (S. C.)	3.00 up	2.50 up	11.70 up	23.80 up	101.60 up	10.00 up	7.00 up	34.20 up	68.00 up	289.60 up
Leghorns, Buff (S. C.)	4.00 up	3.00 up	14.40 up	28.90 up	123.20 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Langshans, Black	4.00 up	3.00 up	14.40 up	28.90 up	123.20 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Minorcas, Black	4.00 up	3.00 up	14.40 up	28.90 up	123.20 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Orpingtons, Buff	4.00 up	3.00 up	14.40 up	28.90 up	123.20 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Plymouth Rocks, Barred	3.00 up	2.50 up	11.70 up	23.80 up	101.60 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Plymouth Rocks, White	3.00 up	2.50 up	11.70 up	23.80 up	101.60 up	10.00 up	7.00 up	34.20 up	68.00 up	289.60 up
Plymouth Rocks, Buff	4.30 up	3.00 up	14.40 up	28.90 up	123.20 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Rhode Island Reds	4.00 up	2.50 up	12.60 up	24.65 up	104.80 up	10.00 up	7.00 up	34.20 up	68.00 up	289.60 up
Wyandottes, White	3.00 up	2.50 up	11.70 up	23.80 up	101.60 up	10.00 up	7.00 up	34.20 up	68.00 up	289.60 up
Wyandottes, Silver	4.00 up	3.00 up	14.40 up	28.90 up	123.20 up	12.00 up	8.00 up	39.60 up	78.20 up	332.80 up
Wyandottes, Buff	4.00 up	3.00 up	14.40 up	28.90 up	123.20 up	10.00 up	8.00 up	37.80 up	76.50 up	326.40 up
Imperial Pekin Ducks	3.00 up	2.50 up	11.70 up	23.80 up	101.60 up	7.50 up	5.00 up	24.75 up	48.88 up	208.00 up
Bronze Turkeys	8.00 up	6.00 up	28.80 up	57.80 up	246.40 up	18.00 up	14.00 up	66.60 up	134.30 up	572.80 up
			Per Pair					Per Pair		
Embsen Geese	6.00 up	4.00 up	\$9.00 up			15.00 up	10.00 up	\$22.50 up		
Toulouse Geese	6.00 up	4.00 up	9.00 up			15.00 up	10.00 up	22.50 up		

For Breeds and Varieties not included in above list, see paragraph on this page headed "Other Standard Varieties."

"Stock of Exhibition Quality" in the above price list signifies fowls that have been bred with a view to exhibiting them, and such as can be highly recommended for use as breeders of show birds. Shape, size and color as defined by the American Standard of Perfection have governed their breeding. Where a special style of fowl and shade of color are wanted to meet peculiar show conditions it is desirable that full instructions be given us.

"Standard-Bred Utility Stock" signifies fowls that have been bred with a view to heavy egg production and superior table qualities. Trap nests have been used in their selection. Fowls having individual egg records a matter for special correspondence. Our utility stock are standard bred fowls of superior breeding but selected for commercial purposes rather than exhibition qualities.

Chapter IV.—The Profitable Pekin Market-Duck

How Money is Made in the Duck Business—Cost of Growing Ducklings for Market—The Period of Best Prices—Foods and Feeding

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A particularly profitable branch of the poultry business in many sections of the United States is the growing of Pekin ducks for market, now well established as a money making industry. Producing specially grown, specially fed young ducks—"green ducks," as they are called—is a thriving business on many large plants in the eastern states—notably in the vicinity of Boston, New York and Philadelphia—as well as in the neighborhood of some of our large central and western cities.

During the season of high prices, in the spring of the year, "green ducks" now bring 25 to 35 cents a pound. The season of greatest demand, and also the season of greatest production is in July and August, and at this time prices range from 10 to 16 cents a pound. The minimum price, however, is seldom reached; ducks very rarely fall below 12 cents a pound.

Practically all duck growers are of the opinion that hatching and raising ducks by artificial means is even easier and simpler than raising chickens by the same process. No modern duck ranch would be possible without the aid of good incubators and good brooders. It would be impracticable to attempt hatching ducklings in large numbers by setting the eggs under hens, and the modern market duck is practically a non-sitter.

The Imperial Pekin is considered by far the best of all the varieties of ducks for market purposes; they are very hardy, grow fast, and at the age of 8 or 10 weeks should average to weigh 5 pounds each. It is comparatively easy to grow them thus rapidly to a satisfactory weight. By comparing them with chickens, it will be seen that they grow much faster, and from this it is assumed that it costs less to mature them. A chicken grown for broiler purposes should weigh from 1½ to 2 pounds at 8 to 10 weeks old; while, on the other hand, a properly-grown duckling can be made to reach from 5 to 7½ pounds in the same time. The chicken will bring in a good market from 60 cents to \$1.00 in March or April; while the duckling in the same month and the same market will bring \$1.00 to \$1.75. In the season of lowest prices, the duckling will, as a rule, continue to bring higher prices than the broiler, but not higher than those obtainable for choice roasters.

Believing that a table of cost would prove especially valuable to persons intending to embark in the duck business, we interviewed a number of the leading duck growers concerning the cost of raising a duckling to maturity, also the prices obtainable in New York and Boston markets for properly-grown "green ducks." From them we learned that the season of highest prices is variable, but that ducks ready to market in the early spring pay the largest profit. The greatest demand for "green ducks" is during July and August, while the price during these months will usually range from 14 to 16 cents a pound. The lowest price which young ducks have brought during the last five years is 10 cents per pound, while the highest price of which we have record is 35 cents per pound. These, it will be understood, are wholesale prices—those paid by commission men.

Cost of Producing Ducklings

The following table shows the cost of growing one duckling to market size, and is compiled from reports mentioned above:

Cost of one newly-hatched duckling.....	10 cents
Labor and cost brooding one duckling.....	10 cents
Food 10 weeks one duckling.....	20 cents
Dressing one duckling.....	6 cents

Total cost when ready for market.....46 cents

At the average price per pound, which is 18 cents, the five-pound duckling will bring the grower 90 cents, showing nearly 100% profit on the 46 cents expended.

Ducks are prolific layers and lay almost continuously after they begin laying, which is usually about Christmas time or early in January for the old ducks. Young ducks can be made to lay earlier and it is possible to have a duckling laying when five months old. When a flock of ducks is "in full lay," usually in February, they should yield about 20 or 22 eggs daily for every 25 ducks. The first eggs laid by a duck at the beginning of the season are rarely fertile, but after the first 10 days or two weeks they show a very high percentage of fertility, and it is no unusual thing to have the eggs in the incubator at this time test from 85 to 90 per cent. strongly fertile.

Brooding ducks artificially is considered much easier than brooding chickens. The heat in the brooder should be started

at about 90 degrees before the ducklings are put in; after the first two or three days this temperature may be reduced gradually, according to the comfort of the ducklings. The little birds seldom crowd under the hover, preferring to lie well separated. Felts in front of the hover are not necessary for ducklings.

Feeding Ducklings

Many growers start young ducks on a moist mash made of bread crumbs and rolled oats mixed with a little beef scrap, while others obtain equally satisfactory results by feeding one-third corn meal, two-thirds bran, to which beef scrap and about five per cent. of coarse sand are added. The mash food is mixed with cold water and fed barely moist. Green food is more necessary for ducklings than for chickens, since it is the natural food of the duck. To get best results the fresh, young-growth green food should be fed for this purpose. Many growers sow successive patches of rye, so as to have an abundance of fresh green food always on hand. When this is not obtainable, they give the preference to cut clover, with an occasional feeding of cabbage. The green food should be fed mixed with the mash, though an occasional feeding of cabbage freshly cut or steamed cut clover hay should be given. Fine grit or coarse sand should be kept before the birds at all times.

At first the ducklings will require five feedings a day. The best method of feeding is that adopted on one of our leading duck ranches. The young ducks are supplied with a clean feeding board, the attendant takes a bucket of food on his arm and passes rapidly down through the brooder house, scattering a little mash food on each feeding board. By the time he has fed a half dozen pens, the first has cleaned up all its allowance. The process is then repeated two or three times until the little ducks seem satisfied. In this way the feeding boards are kept clean, as no more food is fed than is eaten up quickly.

Ducklings should be always ready to come up to the feeding board lively and hungry. Here is where great care should be exercised, as it is better to underfeed than overfeed. If they are overfed, they will receive a setback in their growth which may stunt them for a week. If by accident, therefore, they are overfed—"stalled," as it is termed—it is best to skip a feed or two until they become hungry again. When the ducklings are four weeks old four feedings a day are sufficient, when six weeks old three feeds a day will be enough. As the ducks grow the cornmeal should be increased and the amount of bran diminished. The beef scrap should also be gradually increased until it forms 10 per cent. of the mash. When eight weeks old, the ducklings intended solely for market should be fed three parts cornmeal and one part bran, with 10 per cent. pure beef scrap, and a liberal allowance of green food.

Pure water is of the greatest importance for ducklings. It is often a good plan to give them water first before feeding. Let them learn to find the water fountain as soon as they are placed in the brooder. If they appear stupid, take them one at a time and dip their bills in the water; they will soon learn the way and the first to learn will teach the others. Water to drink should be kept before them all the time, as they will drink and waste a great deal. It is absolutely necessary to their digestion that they have water close at hand when feeding. Water to swim in, however, is an injury rather than a benefit. The water should be given in galvanized drinking fountains, having the pans sufficiently deep to permit the ducklings to immerse their bills above the nostrils. Unless the duckling has an opportunity to thoroughly rinse its nostrils frequently, clogging of the nostrils may take place to its injury.

Ducks intended for breeding purposes should not be forced for growth like those intended for market. Always breed from the strongest and best ducks. From four to five ducks to a drake is a sufficient number, and it is a wise plan not to have more than 25 breeding ducks to a pen.

During the past twenty years there has been a steady increase in the consumption of green ducks, and many are making a good living and something besides at the business. The production of ducks in great numbers enable the growers to market them at a satisfactory profit. The decidedly better incubators and better brooder systems of today make success easy and sure, and have been very largely responsible for the upbuilding of the great duck ranches which are now so marked a feature of the poultry business.

Cyphers Incubator Company, Buffalo, N. Y.

I have more than ordinary pleasure in enclosing you an analysis of a sample of beef scrap from your establishment, which I submitted to our chemist, Mr. Shutt, to report on. The official analysis is highly gratifying and the opinion expressed by Mr. Shutt, as to the merits of the beef scrap cannot fail to be satisfactory to you as well as to the general public who are so largely interested in procuring a preparation of meat of this sort of the very best kind.

A. G. GILBERT,

Poultry Manager, Central Experiment Farm.

Cyphers Incubator Company, Buffalo, N. Y.

Aurora, N. Y., February 9, 1905.

We have used nearly all of the half ton of Mealed Alfalfa purchased from you a few weeks ago and are greatly pleased with it. We shall continue its use and make it a part of the regular food for both growing chicks and laying stock.

If you can keep the quality of it up to that we have been using I predict a great demand for it, as everyone here who has given it a trial is much pleased with it.

C. H. WYCKOFF.

Cyphers Incubator Company, Buffalo, N. Y.

Westville, I. T., June 29, 1905.

I have used your prepared foods, Beef Scraps, Meat Meal, Clovers, etc., and find them very convenient and satisfactory. Would say that I made the first shipment of broilers from this point and consequently topped the market.








WM. O'CONNOR.

Cyphers Incubator Company, Buffalo, N. Y.

Rancoas, N. J., March 5, 1906.

I have used your Chick Food, Forcing Food and High Protein Beef Scrap with perfect success.

RICHARD B. WEIMER.

 <p>1.</p>	 <p>2.</p>	 <p>3.</p>
 <p>4.</p>	 <p>5.</p>	 <p>6.</p>
 <p>7.</p>	<p style="text-align: center;">THE SEVEN AGES OF THE PEKIN DUCK FOR MARKET</p> <p>1 EGGS 2oz each DUCKLINGS JUST HATCHED 1½ oz. ea. 2-2 WEEKS OLD 14 oz. each 3-3 WEEKS OLD 1½ lbs. each. 4-4½ WEEKS OLD 3 lbs. each. 5-6½ WEEKS OLD 4½ lbs. each. 6-10 WEEKS OLD 6 lbs. each 7-12 WEEKS OLD 8 lbs. each. 8-THE FINISHED PRODUCT.</p>	 <p>8.</p>

Cyphers-Hatched Ducks. Grown by F. S. Keith, Easton, Mass.

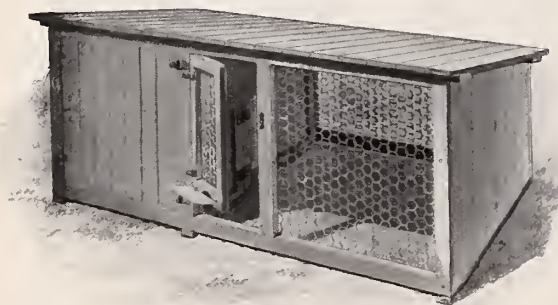
STANDARD POULTRY SUPPLIES

THE Cyphers Incubator Company manufactures a very complete and extensive line of improved poultry supplies, remedies and insecticides, in addition to incubators and brooders. We do not manufacture nor offer for sale poultry novelties or useless devices, but aim to produce and carry in stock all appliances and supplies that may be called standard, as a result of their being used during a number of years by practical poultrymen. Every poultry appliance we manufacture and every poultry article in which we deal is believed by us to be the latest and best on the market. In poultry supplies we have exercised our best judgment in offering to customers not only the best value, but articles that are really needed.

At our large factory we are able to manufacture the Cyphers Company line of poultry appliances and supplies at prices considerably lower than it would cost to produce them singly or in small lots. When ordering incubators and brooders, especially brooders, a shipment of these small articles can be packed inside of the incubator or brooder, making freight charges on them a small item. In this catalogue we have listed only such goods as are of our own manufacture. We issue a separate Poultry-Supply Catalogue, which contains a complete list of the poultry supplies we carry in stock. Everybody who keeps hens, in small or large numbers, should send for a copy.

CYPHERS INCUBATOR COMPANY.

Cyphers New Model Coops for Hens with Chickens



Cyphers New Model Coop for Hen with Chicks.

We offer this season a new and improved model coop, intended for a hen with chickens, but which may be used as a home for the chicks long after they are weaned by the hen, also for a small flock of chickens that are old enough to be taken from the brooder or brooder house and colonized out of doors.

Cyphers New Model Coop is well adapted for this purpose. It is 4 feet 6 inches wide, 2 feet deep, 1 foot 9 inches high in front, and 1 foot 3 inches high at the rear. As will be seen in the illustration, it has two apartments—a closed or house part, and a wire-enclosed shelter or exercise room. The house part—

1 foot 9 inches x 2 feet—is provided with a removable floor, and is separated from the exercise room by a wooden partition with galvanized wire-cloth window and door which admit light and air. The exercise room—2 feet 6 inches x 2 feet—is closed at the end, and screened with fine-mesh galvanized-iron wire back and front, providing a roomy shelter for the hen and chicks. The combination door in the front of coop permits the chicks to enjoy the advantage of free range, while the mother hen is safely confined. A number of these coops with broods of chicks may safely be placed in the garden or berry patch, where the little chicks can range at will, and thrive on the bugs and worms without injury to the garden or crops. In addition to protecting the chicks from the weather, the Cyphers New Model Coop provides safety from cats, rats and hawks.

Cyphers New Model Coop is attractively painted in green and red, and if properly cared for will last many years. It not only will serve all purposes for which it was designed, but at the same time will make more attractive the part of the farm or yard that so often is disfigured by ill-advised attempts at cheap construction. The price of Cyphers New Model Coop is lower than a coop of equal quality and workmanship can possibly be built for by home mechanics.

Price of Cyphers New Model Coops, each....\$3.50

Imperial Egg Package

IN offering this new package for shipping eggs we do so with confidence that it will receive more universal patronage than has ever before been accorded an egg shipping box. It is so constructed that each egg is incased in a cylinder made of heavy corrugated paper, which conforms to the shape of the egg, the end of each egg resting on a cushion support, thus giving absolute protection to the vital parts. These cylinders are adjustable to any size egg and absolutely prevent breakage.

The Imperial Package possesses great strength and is built of good, strong material. Every package is equipped with a strong, stiff wire handle, which locks the lid of the box, and is attached by passing through the sides, and fastened by turning the ends back against the inside of the box. Our 30 and 45-egg packages are especially strong and compact. The eggs are placed in tiers one above the other, the layers being separated by a thick pad of single-faced, extra-heavy, corrugated paper, and there is positively no way in which the con-



Showing Construction of Imperial Egg Package.

tents of this box can be tampered with without leaving traces, when our directions for packing, which accompany every box, are followed.

Prices of Imperial Egg Package

	Per Doz.	Per 100		Per Doz.	Per 100		Per Doz.	Per 100
15-egg size....	\$2.00	\$16.00	30-egg size....	\$2.50	\$20.00	45-egg size....	\$3.00	\$24.60

"Seeing is believing."—For 35 cents we will send you, express paid, a sample 15-egg Imperial Package, for trial shipment. Only one sample to same person.

Woods Revolving Egg Cabinets

EGGs intended for hatching should be turned daily; the warmer the temperature the more necessary that they be turned. Eggs for market should be turned every two or three days if kept any length of time. Woods Revolving Egg Cabinets are a practical device for doing this work and meet a widespread need among poultrymen who save eggs for hatching.

Every well-equipped poultry plant should have one of these cabinets. The saving from the loss in broken eggs and the loss of time in handling will soon equal the purchase price. Eggs for table use (not fertilized) have been kept from three to four months in an ordinary cellar by using these cabinets.

Prices of Woods Revolving Egg Cabinets

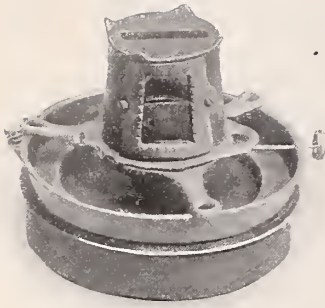
150-egg size, weight 30 lbs.....	\$3.00	560-egg size, weight 75 lbs.....	\$6.25
288-egg size, weight 55 lbs.....	5.00	1050-egg size, weight 100 lbs.....	10.00

Woods Pony Cabinet.—We recommend this cabinet to fanciers who have small numbers of eggs to turn. Simply reversing the cabinet does the work. Price of Pony Cabinet, capacity 72 eggs.....75c. each.



Woods Revolving Egg Cabinet in Three Positions, Showing How the Eggs are Turned.

Cyphers Safety Brooder Stove



Stove Complete, Ready for Use.

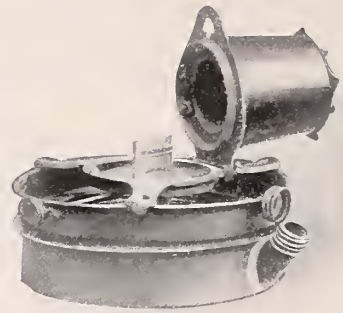
It is made up of a brass oil fount that holds a quart of oil, and a safety water pan, of the same metal, that holds nearly a quart of water and extends out over the entire surface of the oil bowl, thus placing a sheet of cold water an inch to an inch and a half in thickness between the oil in the oil fount or bowl and the flame. This sheet of water between the flame and the oil prevents the fire from reaching or affecting the oil fount, which is located directly beneath the pan of water.

As is commonly known, the danger of explosion from oil lamps arises from the overheating of the oil, which generates gases, these arising and entering the flame chamber, there igniting and exploding. The arrangement of the water pan on the Cyphers Safety Brooder Stove and the depth of the body of water it holds remove all danger of the generation of these dangerous gases, and make the entire heater safe in fact as well as in name.

As may be seen by the illustrations, the oil tube through which the fount is filled is located outside of the water pan, and the oil may thus be readily seen as the fount fills, making it easy to fill the bowl

CYPHERS Safety Brooder Stove was invented by this company. It was altered in a number of particulars to meet widely varying conditions, until now we have in it a practically perfect safety brooder stove.

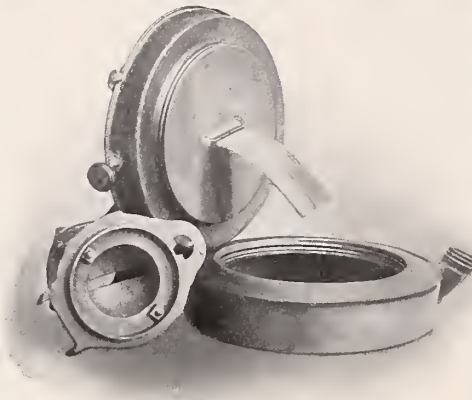
without running over. Another point which merits special attention is the fact that the water pan and oil fount of the Cyphers Safety Brooder Stove are separable, being connected by threads that are turned in



Stove Open, for Trimming the Wick.

the fount and pan alike, and which screw together closely. This enables the two to be separated, so that in case the wick clogs, or fails to work properly, the cause of the trouble may be quickly found and easily remedied. The upper portion of the Cyphers Safety Brooder Stove consists of a cast-iron base, the three legs of which rest on and are clamped to

the edge of the water pan. The wick tube extends upward through the water pan and through the cast-iron base into the flue chamber, which is composed of the best quality of Russian sheet iron, the top consisting of a solid casting of common iron. The long wick stem, by which the wick is turned up and down, reaches from the wick tube outward through the side of the water pan, and is kept cool by the water. This is the same type of stove that we have supplied



Showing Construction of Stove.

during the past eight years with our Style A Brooders but have now replaced with our Improved Insulated Brooder Stove.

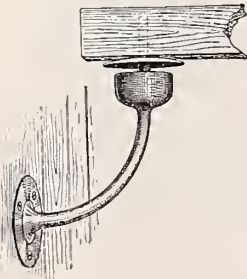
Prices of Cyphers Safety Brooder Stove

Each	\$1.35
Six	7.50

Cyphers Lice-Proof Perch Support

THIS device has been placed upon the market to satisfy the demand for a perch support sufficiently strong to withstand the rough usage to which it is subjected, and is unequalled by any similar device on the market. These supports are manufactured of cast-iron and with ordinary care will last a lifetime. They are cheap in price, easily put up and if once used will always be used. They are attached to the wall with screws. The oil cup is covered with a cap to prevent accumulation of dust. Fill each cup with Cyphers Lice Paint or kerosene oil. When the little cup is full, it is impossible for lice to pass from the walls of building to the roosts, or from the roosts to the building.

Prices: Per pair, 25c.; postpaid, 40c.; per dozen single hangers, \$1.20.



Cyphers Practical Egg Tester

Herewith is shown an illustration, made from a photograph, of the Cyphers Practical Egg Tester—the standard tester in use on large duck and broiler farms, and one that embodies the best ideas to date. This tester is 18 inches high, 10 inches wide and 10 inches deep. The top is of galvanized iron. It is equipped with an extra strong reflector of superior quality. The lamp is made of the best heavy, galvanized iron, seams machine turned and carefully tested, and cannot leak. The burner is of the latest pattern and construction. No chimney is furnished, because of the liability of breakage in shipping. An ordinary glass chimney, such as is used on a house lamp, will fit the burner and is exactly adapted to the purpose. In testing, the lamp is lighted and placed inside of the tester in such a position that the broad surface of the flame is on a line with the reflector, which is hung in the opening at the back of the box. This concentrates the rays

of the light in the testing tube, located on the opposite side of the box. The eggs are held against a hole in the cloth end of the testing tube. The strong light penetrates the shell and brings to view the development of the contents of the egg, making it possible to discover the degree of fertility, or the growth of the embryo. To get the best results this tester should be used in a dark room. Nothing about it can get out of order or wear out, and with proper care it will last a lifetime.



Cyphers Practical Egg Tester.

Price, complete, including box, lamp and reflector.....\$1.25

Cyphers X-Ray Egg Tester

The Cyphers X-Ray Egg Tester is made of block tin and consists of a central cylinder or lamp flue $5\frac{1}{4}$ inches high, with an outside diameter of $2\frac{3}{8}$ inches at the base, and $2\frac{3}{8}$ inches at the top. It is designed for use on an ordinary hand lamp and fits over any style of burner with a diameter approximating that of the tester. The test tube, against which the egg is held, is $2\frac{1}{2}$ inches in diameter and the open end consists of a piece of strong cloth. The egg is held against a $1\frac{1}{4}$ -inch oval-shaped hole in this felt, and the light is reflected by the polished tin through a sheet of mica that covers the narrow end of the testing tube and allows the light from

the flame to enter the tube. In a dark room this light will be found strong enough to penetrate the shell and illuminate the interior of the egg. One of these testers is shipped free with each Cyphers Incubator. They are thoroughly practical and where small numbers of eggs are to be tested will answer the purpose as well as our large tester. Where, however, large numbers of eggs are to be handled we recommend the Cyphers Practical Egg Tester as being more desirable.



Cyphers X-Ray Egg Tester.

Price of X-Ray Egg Tester.....25 cents each; by mail, 35 cents each.

Save-All Guaranteed Egg Preservative

A Tasteless, Odorless Preparation that Will Keep Eggs in Good Condition from Six to Ten Months

Save-All Guaranteed Egg Preservative is a tasteless, colorless, odorless, non-poisonous fluid that, when dissolved in boiling water, makes an unequalled solution for preserving eggs. It is easy to use, and absolutely safe and sure. One gallon makes sufficient solution to keep 65 dozen eggs in perfect condition for 10 months. Eggs preserved in Save-All are superior in every way to the ordinary preserved or limer eggs. The solution has been thoroughly and carefully tested, and critical observers have found it difficult to detect the difference between a fresh-laid egg purchased in the open market and eggs which had been put down in Save-All from six to ten months.

We recommend the use of Save-All to all who desire to save money by preserving eggs when cheap and have plenty for use when scarce and high-priced.

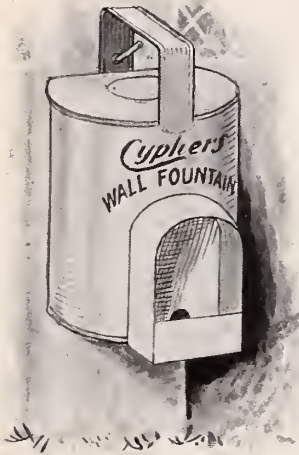
Save-All is never sold in bulk. It is put up in one gallon stone-ware jugs only, with full directions on the label. Cork of each jug is sealed with the Cyphers Incubator Company's trademark seal.

NOTICE—Agents wanted everywhere for Save-All, who will buy in dozen lots.



Price of Save-All Guaranteed Egg Preservative, 1 gallon jugs, each.....\$1.00

Cyphers Wall Fountains



These fountains are something new and extra serviceable in the way of poultry fountains. One side of the back is flattened so that it can be hung on the wall of a building, or against an upright post or board at any height. A galvanized-iron hood projects over the water trough and protects the water from becoming soiled.

These fountains are equally serviceable for young chickens or adult fowls and are especially useful for pigeons. They will not break by freezing, and are readily cleaned by filling with round pebbles or shot and shaking thoroughly.

These fountains are made of the best galvanized iron and guaranteed to last many years with proper treatment. We recommend them as first class in every particular. They are made in two sizes.

Prices of Cyphers Wall Fountains

One-gallon size.....each, \$0.50; six, \$2.70
Two-gallon sizeeach, .75; six, 4.20

Special prices on dozen lots.

Cyphers Dry-Food Hopper

An Economical and Sanitary Self-Feeding Device for Use with Dry Food

Cyphers Dry-Food Hopper is a practical labor and food-saving device for feeding dry grain food, either whole or ground. Its use reduces the amount of labor on the poultry farm to a minimum. These hoppers are well made of heavy galvanized iron, are practically indestructible and will last a lifetime with ordinary usage.

The Cyphers Dry-Food Hopper has two compartments—a large one for grain mixtures, holding about six quarts, and a small one for beef scrap, holding about three quarts. The front of the hopper is high enough to prevent waste and at the same time permit easy access to the food. It is provided with a hinged cover, which protects the grain at all times from moisture and filth, and is also supplied with a strong bail handle for convenience in filling and handling. These hoppers are intended to be hung against the wall of a poultry house. By their use we find that the birds balance their own ration.

Fowls soon adapt themselves to this method of feed-

ing, and it is a most economical and practical one. Those who are interested in dry feeding and desire to economize on the cost of grain and beef scrap cannot afford to be without the Cyphers Dry-Food Hopper. The price is very low, quality considered, and places them within the reach of all.

Price of Cyphers
Dry-Food Hopper...\$0.75
Special prices on dozen lots.



Cyphers Grit and Shell Box

Necessary on Every Well-Organized Poultry Plant



Cyphers Sanitary Grit and Shell Boxes work a material saving in grit, oyster shell, ground bone, charcoal or poultry foods. They are thoroughly practical self-feeding boxes, well made out of heavy galvanized iron and are practically indestructible. This style of box is made with three compartments—for grit, oyster shell and charcoal—but where a small flock is kept may be

made to serve the purpose of a dry-food hopper. Like the dry-food hopper, it is provided with a cover or lid, which protects the contents, and being placed at an angle furnishes a slanting top, preventing the fowls from roosting on the top of the box. This practical feature is a part of both the dry-food hopper and the shell box. Like the larger box, it also is provided with a strong bail handle for convenience in carrying and by which it may be hung to the wall of the poultry building.

Price of Cyphers Sanitary Grit and Shell Box,
each.....\$0.50

Special prices on dozen lots.

Cyphers Galvanized-Iron Drinking Fountains

ONE of the most important appliances for use in the poultry yard is a truly sanitary drinking vessel. While cleanliness in feeding is very desirable and must receive careful attention, the water supply is more often the medium that conveys contagious diseases from one fowl to another. Food is picked up by the fowl and swallowed without the remainder becoming contaminated, but the water in the drinking vessel comes in contact with and is infected by the discharges from the nostrils of ropy fowls and those having canker, chicken-pox, and other head and throat diseases. It is essential, therefore, that the drinking fountain shall be not only a suitable vessel for holding water, but it also should be easy to clean, and of such material and construction that it may easily be kept clean.

The Cyphers Fountains are made of heavy galvanized iron, all seams being carefully turned and soldered. The tops are flat, the sides converging slightly from the bottom upward. They are given this shape so that in freezing weather the pressure of ice that may form inside will not split the seams. The top is left flat, so that where numbers of the fountains are used they can be emptied, rinsed and left standing, top downward, ready to be filled successively without the bother of reversing each fountain and holding it while the water is poured in.

The Cyphers Fountains are light in weight and because of their shape can be "nested" and shipped to great distances at small expense.

We make these fountains in four sizes. The smaller size, capacity 1 quart, is designed for chicks,



Cyphers Galvanized-Iron Drinking Fountains.

and is especially handy for use in brooders, nurseries and other small apartments in which little chicks are kept. The medium size, capacity 2 quarts, is for the use of larger chicks, ducklings, or for small or medium-sized flocks of fowls. The large size, capacity 3½ quarts, is designed for large chickens, ducklings and adult fowls. The largest size holds two gallons and is used extensively by breeders of ducks on a large scale, and by growers of other water fowl.

Prices of Cyphers Galvanized-Iron Drinking Fountains

Small size	each, \$0.18; six, \$0.90
Medium size.....	each, .25; six, 1.25
Large size.....	each, .35; six, 2.00
Special duck size.....	each, .50; six, 2.50

Special prices on dozen lots.

Hallock Food and Water Holders (Patented)

THE Cyphers Company owns the patent under which these food and water holders are manufactured. Undoubtedly this is the best device of the kind on the market. They are made in 1-gallon, 2-gallon and 3-gallon sizes, and are recommended both as food and water dishes. The tops and bottoms of these holders are separable by placing the palm of the hand on the top of the upright post, slipping the fingers under the iron brace that is fastened to the upper metal pan, then pressing downward, causing the wires to spread, thus releasing the lower pan. By this method the lower pans may be quickly filled for use, or, after using, can be cleaned with ease and despatch. To replace the upper part, again press down on the wooden post, which will spread the wires. As the pressure is removed these wires will come together and firmly clasp the wire-bound rim of the pan. The holder may then be carried about with perfect safety, for the greater the weight the tighter the grip of the wires.

These wires prevent the chicks or fowls from getting into the pans and soiling the food or water. Where the small size is used for chicks four weeks

old or over, it prevents their soiling the food or water, and removes all danger of drowning. No better arrangement could be devised, either for outdoor or indoor use. For ducks we recommend the



Hallock Patent Food and Water Holders.

3-gallon holder; also for turkeys and geese. Where these holders are used a saving of 15 to 25 per cent. may be counted on in the soft food used. Upwards of 10,000 of these holders have been sold, and we have numerous testimonials endorsing them.

Prices of Hallock Food and Water Holders

Small (1-gallon).....	each, \$0.75; per doz., \$ 8.00
Medium (2-gallon)....	each, 1.00; per doz., 10.00
Large (3-gallon)	each, 1.25; per doz., 12.00

Cyphers Medical Case of Standard Poultry Remedies



are printed on the label of each vial. These remedies are the ones recommended by the best authorities in the leading poultry journals. They are used extensively by experienced poultrymen, are thoroughly reliable, and can be depended upon to do what we claim for them.

Remedy No. 1.—Useful in all catarrhal colds of poultry having rattling in the throat as a prominent symptom. Cures bronchitis, croup and similar diseases.

Remedy No. 2.—Valuable for all sudden colds with snuffles, watery discharge from eyes and nostrils, and much sneezing. Prevents and cures roup. Useful in all diseases resulting from exposure to cold and dampness.

Remedy No. 3.—Useful in all ailments where there is a tendency to pus formation. In chicken-pox and bumble-foot it promotes rapid healing of the sores. It cures chronic catarrhal colds of poultry which are accompanied by a hard, croupy cough.

Remedy No. 4.—For all diarrhoeas of poultry. It is the most reliable cure for cholera, and when used in the drinking water will cure the most obstinate cases. Valuable for diarrhoea in small chicks, especially when accompanied by a watery or a bloody discharge.

Remedy No. 5.—Cures diphtheritic roup, and all forms of canker. Also useful in vent, gleet and all ailments where there is a tendency to cheesy growths upon mucous membrane.

Remedy No. 6.—For all forms of indigestion and liver diseases in poultry. It cures sour crop, indigestion, loss of appetite, constipation and some forms of crop-bound. Also useful in nervous diseases, like limber neck.

Remedy No. 7.—Is useful in egg-bound. Successfully used to promote healthy action of the egg organs and start hens laying after molting. Valuable in eye diseases of poultry accompanied by the swelling of one eye, with a collection of yellow matter under the lids. Also useful in blindness in chicks, where there is a tendency to the gumming up of the eyelids.

Remedy No. 8.—For rheumatism and cramps in fowls or chicks, particularly when accompanied by swollen legs, lameness and difficulty in walking.

Remedy No. 9.—Useful to get rid of worms and other intestinal parasites.

Remedy No. 10.—This remedy is used with great success for the cure of the disorders of egg organs, which cause soft-shelled and blood-streaked eggs. It promotes a healthful condition of the reproductive organs, and will correct sterility and impotence, thus insuring fertile eggs.

These remedies are in tablet form, and will not deteriorate or lose strength with age, if kept in our case or otherwise protected from strong light. This supply of medicines will last the average fancier from one to five years. The tablets are given by dissolving them in the drinking water and allowing the birds to take their own medicine, no other drink being supplied.

Price of complete set of 10 remedies put up in a neat cloth-covered case (see illustration), postpaid to any address, \$2.00. Single vials, in strong, specially-prepared mailing tubes, 25 cents each; postpaid, 27 cents each. Order separate vials by number.



Cyphers Remedial Ointment

Guaranteed to Destroy Head Lice on Chicks and Young Turkeys. A Safe and Sure Cure for Scaly Leg, Chicken Pox, Etc.

FOR many years there has been a universal demand for a salve or ointment that could be used on the heads of chicks, young turkeys, etc., without fear of injury. Many preparations for this purpose have been placed on the market, but they have been found to be either injurious to the chicks or would merely temporarily drive head lice to other parts of the body. Cyphers Remedial Ointment is guaranteed to kill head lice on chicks, young turkeys, etc., and is equally good for scaly leg, chicken pox, and like diseases. It is prepared in paste form, and may be applied with the finger or with a small brush. Put up in large, collapsible, metal tubes. Will keep indefinitely; always sweet and clean. Full directions for use on every tube. Price, postpaid, 25 cents per tube.

Cyphers Poultry Medical and Surgical Case

THE unprecedented success of our Poultry Medical Case, combined with our knowledge based on practical experience of the requirements of average poultrymen, has prompted us to combine with this case a surgical outfit, containing such surgical instruments and little accessories as will be found helpful in the treatment of injuries, and combating diseases, epidemics, etc.

The combined Medical and Surgical Case contains the following:

Ten Remedies, same as contained in the Cyphers Medical Case.

One Scalpel, or Surgical Knife, to use in sundry operations, post-mortem examinations, etc.

One Pair Forceps, or Tweezers

One Pair Scissors

One Medicine Measuring Glass

One Medicine Dropper

One Roup Syringe

One Iodine Bottle, with glass brush, enabling the operator to make application without staining the fingers.

One Camels-Hair Pencil

One Tube of Cyphers Remedial Ointment, for head lice, scaly legs, chicken-pox, excrescences, etc.

One Box of Cyphers Disinfecting Tablets, for treatment of roup and cuts, or to be used as a wash where operations are necessary.

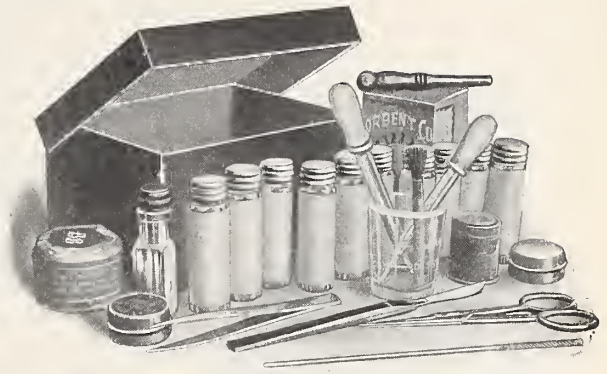
One Roll of Rubber Adhesive Plaster, used to fasten birds' legs during operations, for binding splints in place in case of fractures, etc.

One Package of Absorbent Cotton, for making swabs in the application of different solutions to sores and wounds.

One 10-yard Gauze Bandage, for binding fractures, etc.

One Caustic Pencil, for canker, cauterizing, etc.

One Applicator, for applying swabs, etc.



Cyphers Poultry Medical and Surgical Case. Price, postpaid, \$3.00

All instruments are of good quality steel, nickel-plated and carefully finished. The entire outfit is put up in a handsome, strong, cloth-covered box. The remedies are packed in metal-capped vials, and are labeled to show their uses and the dosage in each case.

Price of Cyphers Poultry Medical and Surgical Case, complete, postpaid, \$3.00.

To those who already have an incomplete collection of remedies and instruments, we can offer the contents of our combined Medical and Surgical Case separately, at the following prices:

Remedies, single vials	\$0.27 each, postpaid
Scalpel . . . . .	.35 " "
Forceps . . . . .	.30 " "
Scissors . . . . .	.30 " "
Medicine Measuring Glass . . . . .	.15 " "
Medicine Dropper . . . . .	.10 " "
Roup Syringe . . . . .	.10 " "
Iodine Bottle . . . . .	.15 " "
Camels-Hair Pencil . . . . .	.10 " "
Cyphers Remedial Ointment, in large collapsible tube . . . . .	.25 " "
Cyphers Disinfecting Tablets . . . . .	.15 per box
Adhesive Plaster . . . . .	.10 per roll
Absorbent Cotton . . . . .	.10 per package
Gauze Bandage . . . . .	.15 per 10 yards
Caustic Pencil . . . . .	.15 each, postpaid
Applicator . . . . .	.15 " "

Cyphers Poultry Surgical Case



Cyphers Poultry Surgical Case. Price, postpaid, \$1.50

FOR the convenience of our patrons who do not require the combined Medical and Surgical Case, we can supply the Cyphers Surgical Case, separately, as illustrated herewith, or the Cyphers Medical Case, as illustrated and described on opposite page.

With the exception of the ten remedies, which are omitted, the Cyphers Surgical Case consists of identically the same instruments and accessories as are contained in the combined Medical and Surgical Case.

Price of Cyphers Poultry Surgical Case, complete, postpaid, \$1.50

Full-Nest Egg Food

A Meat Food Tonic Conditioner That Makes Hens Lay



EVERYBODY wants eggs when prices are high. You can get them by using Full-Nest Egg Food. An increase of eight eggs a month will pay for a 42-ounce package of Full-Nest Egg Food, which will bring you many times that number of extra eggs.

Full-Nest Egg Food is the standard condition powder for all ages of poultry. Besides being an unexcelled egg producer, it is a concentrated meat food possessing tonic properties which promote good health and fine condition. It stimulates and invigorates, but unlike other tonic foods, it also builds up the system and keeps it up. Many condition powders tone up the bird's system for a while, only to let it drop back as soon as the use of the tonic is discontinued. Full-Nest Egg Food will help your birds through their molt, make the feathers develop normally and induce a high state of perfection in plumage. Hens begin laying sooner

after molting where this egg food is used. Full-Nest Egg Food contains no injurious drugs or chemicals; it is safe and easy to use.

For growing chicks Full-Nest Egg Food is the best substitute for insect life. Thousands of chicks are reared when insect food is out of season or unobtainable. Full-Nest Egg Food can always be had and contains in a highly concentrated form, scientifically proportioned, the principal food elements supplied by bugs and insects, thus making it an ideal substitute for insect life. When used according to directions it will prevent bowel trouble and other chicken ailments. Full directions for use in every package.



Prices of Full-Nest Egg Food

42-ounce packages, (not mailable) each.....\$0.25
25-pound pails, each..... 2.00

Agents wanted who will buy in dozen lots. Address Home Office.

Nodi Charcoal

Absolutely Pure. Prepared Expressly for Poultry. Manufactured in Three Grades or Sizes

NODI CHARCOAL is absolutely pure and is prepared expressly for poultry. It differs from the ordinary commercial charcoal offered to poultrymen. It is different in size, differently screened and packed, and does not carry large quantities of useless dust.

Nodi Charcoal is useful as a blood purifier and disease preventive. It is one of the best and most natural remedies for sour crop, diarrhoea and other similar digestive troubles. It will positively prevent and cure diarrhoea in small chicks, fowls, turkeys, ducks and geese. That is the reason why we call it "Nodi Charcoal"—no diarrhoea where this charcoal is used.

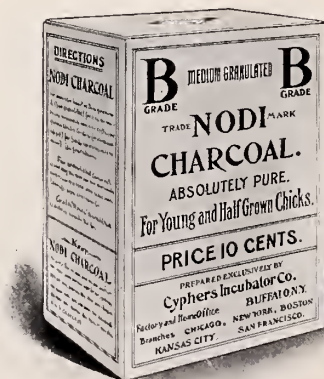
We prepare Nodi Charcoal in three grades: Grade "A" (fine granulated) for use in mash mixtures and for ducks; grade "B" (medium granulated) for small, newly-hatched to half-grown chicks; grade "C" (coarse granulated) for fowls and large chicks.

Nodi Charcoal is put up in handy paper cartons and also in 50-pound paper-lined, sealed bags bearing our trade-mark.

Prices of Nodi Charcoal

(State Grade Desired, Whether "A," "B" or "C")

2-pound cartons (not mailable).....\$0.10 each
50-pound paper-lined sealed sacks..... 1.25 each



TRADE NAPCREOL MARK

A Concentrated Preventive of Disease. Guaranteed to Do the Work

Napcreol Prevents Disease.—To protect the flocks from disease, poultrymen must adopt certain sanitary precautions. This object is best accomplished by the frequent and regular use of a good disinfectant and deodorant like Napcreol. Until we placed this preparation on the market it was difficult for poultrymen to obtain a desirable germ killer and odor destroyer, at a reasonable cost, since nearly all articles of this nature that are dependable were manufactured expressly for protection of human beings, and were priced accordingly. Realizing that poultrymen were needing a superior article of this kind at moderate cost—an article that could be depended on not only to kill germs, but to prevent and cure disease—the Cyphers Company, after careful investigation and experiment, met this demand by placing Napcreol on the market, which we guarantee to be without an equal as a disinfectant, deodorant and disease preventive, for the use of poultrymen.



to prevent and cure disease—the Cyphers Company, after careful investigation and experiment, met this demand by placing Napcreol on the market, which we guarantee to be without an equal as a disinfectant, deodorant and disease preventive, for the use of poultrymen.

Napcreol is a highly-concentrated, non-poisonous preparation which is made ready for immediate use by simply mixing with the required amount of water. **One gallon of Napcreol will make 100 gallons of disinfectant.** It is invaluable for the disinfection of poultry houses, stables, dog kennels, toilets, sinks, cesspools, or any other place where a good germ and odor destroyer is needed.

For Poultry it is not alone a valuable disinfectant, but also a remedy for germ diseases. Its use prevents disease. Furthermore, it will cure roup, diphtheria, cholera, chicken pox, gapes, sore eyes, canker, scaly leg, favus and diarrhoea. It destroys worms and other parasites. It is valuable for cleansing the drinking fountains, and for freshening, sweetening and disinfecting brooder houses, breeding houses and poultry runs.

It may be used in the bath or as a dip in the proportion of from one teaspoonful to one tablespoonful in a gallon of water. This strength will kill mites, fleas, ticks, lice and other parasites.

Napcreol makes an excellent ointment for curing mange, favus, chicken pox, scabies and scaly leg, by adding one teaspoonful of the full strength fluid to half a pint of melted lard, and stirring the whole until cool.

While Napcreol is good for all the purposes we have mentioned above, it is for its efficiency as a disease preventive that we recommend it most highly. Used regularly for disinfecting buildings and runs, it positively will prevent disease, providing the disinfection is thorough, and that before it is used the diseased fowls are removed from the flock. No matter how good a disinfectant is, or how carefully it is used, if diseased birds are allowed to remain or are added to the flock, the object for which the disinfectant is intended will be defeated. Napcreol is never sold in bulk. Full directions on every can.

Prices of Napcreol

(F.O.B. Buffalo, Kansas City, Chicago, New York or Boston)

Quart cans. . . \$0.50 Half-gallon cans. . . \$0.85
Gallon cans. . . \$1.50

Notice.—Agents wanted everywhere for Napcreol, who will buy in dozen lots. Address Home Office.

Cyphers Incubator Co.

Andover, Mass.

I can strongly recommend your Napcreol; it is indeed all you claim for it. I have given it a severe test **as a mite destroyer, and it did the work to my entire satisfaction. In cases of scaly legs, it is a sure cure.** For sweetening poultry houses, brooders and drinking fountains it is **the most reliable disinfectant I have yet used.**

C. H. BRICAULT, M. D. V.

Cyphers Incubator Co.

Yardley, Bucks Co., Pa.

The Napcreol purchased of you has proved to be **the right thing for cleansing drinking fountains** and disinfecting the poultry houses. It is excellent for using in the sick room; the odor from it is invigorating. In fact, it is the best thing of the kind on the market.

G. A. McFETRIDGE.

Cyphers Incubator Co.

Chazy, N. Y.

Napcreol certainly is a fine disinfectant and purifier. A few drops cleanse and sweeten our drains, etc. It is a valuable factor in the poultry business, being serviceable in a dozen different ways for germ and insect destruction, and a very agreeable odor is exchanged for the filth and stench which too often offend one's nostrils on a poultry plant.

FRANCIS ELLEN WHEELER.

Cyphers Incubator Co.

Assinippi, Mass.

We have used Napcreol the past season, and find it very satisfactory. It is **a practical disinfectant** and destroys all odors. We also find that it not only **kills mite lice** but **stops their breeding.** We would not be without it.

FARRAR BROS.

Cyphers Incubator Co.

Wenham, Mass.

If Napcreol cost twice as much as it does, we would not attempt to keep poultry without it. **It is the best disinfectant and poultry remedy we have ever used,** and is thoroughly reliable and dependable. Last winter we had one flock of late chickens that caught bad colds. **Napcreol permanently cured them in two weeks' time.** We simply sprayed a solution of Napcreol about the coop and over the chicks at night, and bathed their heads once or twice with a little Napcreol and water. You can count on us to recommend Napcreol every time.

J. D. BARNES.

Cyphers Incubator Co.

Crookston, Minn.

We have used Napcreol in the poultry house and find it a very good disinfectant. It is certainly a pleasure for us to recommend it to anyone who is in need of a first-class article. **If every farmer and poultryman would use Napcreol, we would see a decided improvement in the general health of the stock.**

C. S. GREENE.

Cyphers Roup Cure

Cure Guaranteed or Money Refunded

CYPHERS Roup Cure is the best possible remedy for roup in all stages and forms. It is thoroughly reliable and dependable. Prevents and cures common colds, and for the cure of canker is without an equal. Pigeon growers as well as poultrymen will find this remedy of especial value in the cure of all forms of canker in poultry or pigeons.

Cyphers Roup Cure is used by simply dissolving the remedy in the drinking water. The birds take their own medicine. Full directions for the use of this remedy will be found on the label of every package.

OUR GUARANTY.—We know that the Cyphers Roup Cure is without an equal, and that it is a positive cure for this dread disease. So thoroughly confident are we of this fact that we guarantee a cure in each and every case of roup where Cyphers Roup Cure is used according to our directions, except in the last and incurable stage of the disease. If after using Cyphers Roup Cure you are dissatisfied with it, return to us, within 30 days of date of purchase, the empty package with a certified statement of when and where the Cyphers Roup Cure was bought, and get your money back.

Quality and quantity considered, Cyphers Roup Cure is exceedingly economical to use. The value of one fowl saved will more than repay the cost of a large-sized package of the remedy. One small-sized package will make 25 gallons of roup medicine when dissolved in the drinking water. The large-sized package contains three times as much as the small size.



Prices of Cyphers Roup Cure

Small sized package.....\$0.25, postpaid
Medium-sized package......50, postpaid
Large-sized package..... 1.00, postpaid

Special Notice.—Agents wanted everywhere who will purchase Cyphers Roup Cure in dozen lots. Address Home Office, Buffalo, N. Y., for particulars.

Cyphers Pure Sulphur Fumigating Candles



THE Cyphers Company's Pure Sulphur Fumigating Candles are easy to light, easy to extinguish, safe to use and produce a vapor deadly to all infectious disease germs and insect life. We offer these candles to poultrymen as the

equal of any sulphur fumigating candles on the market, regardless of price. The improved con-

struction of these candles makes it unnecessary to use a tin dish such as is required by most other candles on the market.

To use candle, place in a small quantity of moist earth or sand to catch sulphur overflow. Set candle in the center of the room to be fumigated. All fowls or other domestic animals must be locked out of the room or house while it is being fumigated. Simply light the candle and close up the house or room tight for three or four hours, when it should be opened and thoroughly aired before the fowls are allowed to again occupy it.

Prices of Sulphur Candles, complete, each, 15 cents; postpaid, 25 cents. Per dozen, by express, \$1.25.

Ovinaphthol Nest Eggs

Lice Destroyer and Nest Egg Combined

THE Ovinaphthol Lice Killer Nest Egg is the standard combined nest egg and lice killer. It is sure death to all lice and mites affecting poultry. By simply using this egg in the nest in the same manner as any ordinary nest egg is used, or placing it in one corner of the nest, underneath the nesting material, the laying hens are ridged of lice and mites, and are able to occupy the nests with comfort. The use of this Ovinaphthol Nest Egg insures absolute freedom from all kinds of insect pests in the nest. Ovinaphthol Nest Eggs are always at work, are safe to use and are certain of results. When in use they slowly waste away, giving off fumes obnoxious and fatal to all insect vermin. Being prepared with great care for this special purpose they will last a long time and retain their

effectiveness until wholly evaporated. This makes them the most inexpensive medicated nest egg that can be used. They are standard size eggs and are tinted a natural brown color. The genuine bear embossed on each egg the words "Ovinaphthol Nest Egg."



Prices of Ovinaphthol Nest Eggs, each.....\$0.10
Per dozen..... .75
Five cents each extra for postage.

Cyphers Lice Paint

A Safe and Sure Liquid for Killing All Insects Affecting Poultry or Stock

Cyphers Lice Paint is a liquid lice destroyer especially prepared for killing all insect parasites of poultry. It is also useful for killing all lice, mites and ticks affecting horses, cattle, sheep and hogs.

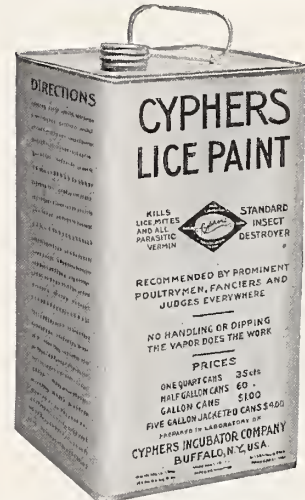
It is safe and easy to use, and at the same time stronger than any other lice killer, as it is not diluted with cheap adulterations which would impair its effectiveness. It does the work and does it economically.

How to Use It—The method of applying Cyphers Lice Paint is easy, safe, simple and sure. To free fowls from lice, thoroughly paint or spray the roosts and droppings boards in the poultry houses occupied by the fowls to be treated. The fumes rising from the paint kill the mites and lice on the fowls while the birds roost at night. The spraying or painting should be done in the middle of the afternoon, three or four times a month. This will insure safety and freedom from lice and mites for the fowls. The fumes of the lice paint are not injurious to the birds, but are fatal to parasites.

To rid small chickens of lice, place them in a box, the floor of which has been painted with Cyphers Lice Paint, and covered with a thin layer of straw or hay. Confine the chicks to the box by covering it with a single thickness of coarse burlap, leaving an opening to admit pure air. The chicks should only be confined a few minutes, since Cyphers Lice Paint is of necessity strong, and small chicks are delicate.

Full directions for killing lice, mites, and ticks on poultry, horses, cattle, sheep and hogs, on the label of every package of lice paint.

Bear in mind that Cyphers Lice Paint is strong—it has to be to do the work, for lice are hard pests to exterminate.



Four-page circular free, illustrating and describing common lice and mites.

Prices of Cyphers Lice Paint

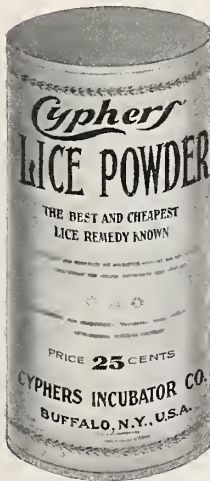
(F. O. B. Buffalo, Chicago, New York or Boston)

1-qt. cans, each, \$0.35 1-gal. cans, each, \$1.00
2-qt. cans, each, .60 5-gal. wd. jckts., each, 4.00

Agents wanted everywhere to sell Cyphers Lice Paint. Address Home Office, Buffalo, N. Y.

Cyphers Lice Powder

Not a Lice Driver, But a Lice Killer



A common complaint has been that lice powders are only strong enough to drive the lice and do not kill; as soon as the powder loses its strength, the lice return to the body of the hen and she is no better off than before.

In offering Cyphers Lice Powder we present a powder that we believe to be stronger than any other preparation sold for the purpose. It is carefully compounded, and contains no carbolic acid or other chemicals which will injure the fertility of the eggs.

It is clean to handle, easy to apply, sure in effect and can be used in the nests of sitting hens without injuring young chickens. For lice on cattle and horses, ticks on sheep and fleas on dogs, Cyphers Lice Powder is a most effective remedy. As an insect powder it has no equal. We believe that a trial package will convince you of this.

Prices of Cyphers Lice Powder

5-oz. package (trial size).....\$0.10
Postpaid15
15-oz. box25
Postpaid40
48-oz. box (by express at customer's expense)..... .50
100-oz. package (by express, at customer's expense) 1.00

Agents wanted everywhere. Address Home Office.

Cyphers Lice Paint

Cyphers Incubator Co.

Flushing, N. Y.

Since using your Lice Paint, I have succeeded in getting all lice out of my poultry houses. I was greatly troubled with these pests and tried many so-called lice killers, but the lice still remained. I would advise all poultry fanciers to give your Lice Paint a trial.

H. D. ALDRICH.

Cyphers Incubator Co.

Gurnee, Lake Co., Ill.

Having used your Cyphers Lice Paint on our plant, I certainly can recommend it as a very effective article. It is strong, safe and easy to use; stronger than any other I have ever used—in fact, it is a standard article on a par with the rest of Cyphers Goods.

S. E. LANE, Supt. EMMA B. POULTRY FARM.

Cyphers Lice Powder

Cyphers Incubator Co.

Groton, N. Y.

Having used your Lice Powder, I find it safe and efficient. Like all the goods you sell, it is a high-grade, reliable article and I recommend it to the poultry fraternity.

H. J. BLANCHARD.

Cyphers Incubator Co.

Mazon, Ill.

The Cyphers Lice Powder which you sent me has proven very efficacious indeed. It is the equal, if not the superior, of any on the market.

DR. O. P. BENNETT.

Cyphers Incubator Co.

Aurora, N. Y.

We are pleased to report that having given the Cyphers Lice Powder a trial, we have found it very effective and entirely satisfactory. WYCKOFF'S GRANDVIEW POULTRY FARM.

High-Grade Tested Thermometers

THE best incubator or brooder manufactured is useless unless the thermometer used therein is accurate. Hundreds of hatches in incubators fail because of inferior thermometers, and large numbers of chickens are killed in brooders owing to defective or worthless thermometers. The operator, to be successful, must know the exact temperature in the egg chamber of the incubator and be sure that the chickens in his brooder have the proper amount of heat. The thermometers here listed are manufactured especially for us, and are thoroughly tested before they are shipped. Two-thirds of the thermometers on the market are made from improperly seasoned glass tubes, and are what are termed green thermometers. We carry thousands of thermometer tubes in stock year after year, so as to avoid using anything but well-seasoned glass tubes. All of our thermometers have been seasoned at least two years.

NOTICE.—Cyphers Incubators are guaranteed only when operated with Cyphers Company's Specially-tested Incubator Thermometers.



PRICES

Cyphers Incubator Thermometers, each, postpaid.....	\$0.60
Cyphers Incubator Thermometers, two, postpaid.....	1.10
Cyphers Incubator Thermometers, twelve, by express	5.50
Cyphers Brooder Thermometers, each, postpaid .....	.50
Cyphers Brooder Thermometers, two, postpaid.....	.95
Cyphers Brooder Thermometers, twelve, by express	5.00

NOTE.—The price of Incubator Thermometers does not include the wire hanger. Wire hangers will be supplied at 10 cents extra for each thermometer. In ordering a thermometer or wire hanger, **be sure to state name and size of incubator or brooder you want it for, also date of manufacture.** This is important. **The wire on which the thermometer is suspended is a part of the incubator, and not a part of the thermometer.** Therefore, in returning a thermometer or ordering a new one do not return the wire.

Cyphers Company Catalogue of Standard Poultry Supplies

There is not room in this catalogue for the complete line of poultry supplies carried in stock and offered for sale by the Cyphers Incubator Company, hence we have issued a separate catalogue of Standard Poultry Supplies for 1907, which will be mailed free to any address on request. It illustrates, describes and gives prices on a very full line of the "best of everything for poultrymen," including, in addition to these articles listed in this book, the following:

Beef Meal	Food Cookers	Poultry Papers
Blood Meal	Farm Papers	Poultry Remedies
Bone Cutters	Grist Mills	Roofing Paper
Bone Mills	Grit	Root Cutters
Caponizing Sets	Oyster Shells	Shipping Coops
Clover Cutters	Poultry and Eggs	Sprayers
Egg Boxes	Poultry Books	Spray Pumps
Egg Cases	Poultry Cuts	Wire Fencing

All the poultry supplies and appliances which we manufacture and handle are of standard quality, without exception, and we sell them at prices that, quality considered, will interest you. If you do not possess a copy of the Cyphers Company's Seventh Annual Catalogue of Standard Poultry Supplies, write for one today and keep it near at hand. Many articles are mailable at our expense, and we can save you money and time on your purchases. Address nearest office: Buffalo, N. Y., Chicago, Ill., New York, N. Y., Boston, Mass., Kansas City, Mo., or Oakland, Cal.



Chapter V.—Successful Chick Rearing

The Best Brooders—Preparing for the Brood—Care of the Small Chicks—How and What to Feed—Comfort of Chicks of Great Importance

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EVERYONE who keeps poultry is interested in the successful rearing of little chicks. There is no one best and only way, for many methods of chick growing are employed, all of which are more or less satisfactory; so many, in fact, that the beginner is often at a loss to know which to follow. For the benefit of those who find difficulty in growing brooder chickens we give a plan of brooding and feeding that has been found uniformly successful and satisfactory in practically every climate where poultry is grown.

The first consideration should be to obtain a good and thoroughly reliable brooder, one that is modern and up-to-date. Thousands of tests, made under widely varying conditions, have demonstrated that Cyphers Company Brooders are the best and most dependable brooding devices ever offered for the use of poultrymen. They combine the vital principles of perfect heating and perfect ventilation in a manner that can only be accomplished in a machine designed by those who know the requirements of a good brooder, and they are built by skilled workmen from high-grade materials. At the same time, these brooders are so simple in construction and operation that even the beginner with no experience whatever will not have any difficulty in successfully caring for a brood of chicks in one of them.

In the matter of locating the brooder the item of chief importance is a plentiful supply of fresh air and sunlight. Outdoor brooders may be operated in an open-front shed at all seasons of the year, or under any convenient shelter, with most satisfactory results. Indoor brooders simply require a comfortable, well-ventilated, well-aired room on the ground floor where the chicks can have an opportunity to run out of doors when weather permits.

Preparing for the Brood

When a hatch from the incubator is expected the brooder should be warmed up and waiting. If it has not been used before that season it is best to run it for two or three days before the chicks are to be put into it to make sure that everything is in good working order. The floor of the brooding chamber should be littered half an inch thick with cut alfalfa, clover or hay-mow sweepings, and this should be freely sprinkled with fine grit, a little chick-size charcoal, and some Cyphers Chick Food. A small drinking fountain should be placed in one corner and kept filled with pure, fresh water. The thermometer should indicate 95 degrees in the hover space with the hover empty.

Little chicks should not be placed in the brooder when first hatched, but should be allowed to remain in the incubator for 24 to 36 hours. Give them time to partially assimilate the egg yolk which they brought into the world with them, and also to rest up after their labors at the time of exclusion. It is usually most satisfactory to remove the chicks to the brooder in the middle of the afternoon so that they will get their first meal there and then go to bed soon after. When they are placed in the brooder the hover should be removed to give them all a chance to pick at the Chick Food in the litter. A little Chick Food should be sprinkled in front of them to attract their attention. Many successful brooder operators practice giving each chick a little drink of fresh water by dipping its bill just before it is placed in the brooder.

After the chicks have had an opportunity to feed for five or ten minutes, put the hover on and tuck the chicks carefully under it. Raise one of the felt tabs of the hover so that they will have no difficulty in finding the way in and out. This tab of felt can be let down again after the chicks have learned to use the hover. Visit them again in an hour or so to make sure that they are doing all right, and take off the hover again to give them another chance to feed for five or ten minutes.

Keep the Chicks Comfortable

Be sure when the brooder is shut for the night that the chicks are all under the hover and appear to be comfortable. They should not be in out of sight but should be ranged along the edge of the hover with their heads out from under the felts. If in this position you can depend upon it that they are comfortably warm. More losses of little chicks come from chilling and from indigestion than from any other causes. Chilling is probably one of the most frequent, since well-born chickens are naturally hardy and not particularly liable to digestive disturbance unless they are injured by careless brooding and feeding. Always endeavor to run the brooder according to the chicks rather than by the thermometer reading. Aim to have the chicks always comfortable. Keep a sufficient supply of heat under the hover so that there is always a surplus, and so that the chicks can warm up quickly. Some

broods require more heat than others. More heat is usually needed in cold weather than in warm.

Small chicks should be confined to the brooding chamber for the first two or three days and should be watched to make sure that they learn to go under the hover to get warm. It is often necessary to tuck them in under the felts and this should be done whenever they show any tendency to bunch together outside of the hover. Never permit them to huddle or crowd in sunny spots or in corners, either inside or outside the brooder, for this habit once acquired is almost certain to prove fatal to many of the chicks, since when bunching together in this manner they are quite sure to become either chilled or overheated.

On the morning after placing the chicks in the brooder it will be a good plan to make a little heap of beef scrap and another little heap of Chick Food in two or three places on the litter just outside of the hover. They will soon get into these and scratch about, picking up the particles of food, and in this way the more active ones will teach the others to eat. By removing the hover at feeding time all chicks are given an equal chance at the food. From this point on a pan or food-box may be kept before the chicks, containing Chick Food, grit, charcoal, beef scrap and granulated bone in separate compartments. This food supply and pure water should be kept always before them. They will scratch some of the food out of the box but this will only serve to keep them busy hunting for it again in the litter.

Suggestions About Feeding

In most cases excellent results will be obtained by keeping the chicks exclusively on a diet of Chick Food, vegetable food and beef scrap, but in some instances where the chicks do not seem to have as good an appetite as they should the dry food may be supplemented occasionally from the third day, by giving a little thoroughly boiled rice, some stale bread crumbs moistened with scalded sweet milk, or a little thoroughly boiled white or red wheat. This variety supplemental food may be given three or four times a week until they are two or three weeks old. The chicks should also be supplied plentifully with fresh raw vegetable food. Raw potatoes or sweet red beets cut in chunks for them to pick at prove excellent. Scalded cut alfalfa makes an excellent substitute for fresh green food in winter time.

In addition to the Chick Food, beef scrap and vegetable food, an occasional feeding of hard-boiled infertile eggs will prove beneficial and be greatly relished. These should be fed sparingly, allowing but one egg for each 25 chicks under two weeks old. Egg yolk, when properly fed, is one of the best foods for producing a large, strong-bodied chicken.

After the first week it is a good plan to mix in a little Developing Food with the Chick Food, and thereafter to very gradually increase the proportion of Developing Food and reduce that of Chick Food until, by the time the chicks are six weeks old, they are getting Developing Food almost exclusively, with the usual addition of supplemental food, vegetable and beef scrap. From this ration they can gradually be worked on to a diet of Forcing Food.

Reducing the Temperature

Be careful always about reducing the temperature. Aim to keep the chicks comfortable, never heat them hot enough to have them panting, and never allow the brooder to cool off sufficiently so that they will huddle in out of sight under the hover. The thermometer is supplied merely as a guide, it can never be considered an index of the comfort of the brood. This is a matter that can only be understood by observing the chicks themselves.

Chicks will usually require the brooder until they are fairly well fledged, i. e., feathered out—and under ordinary weather conditions may be weaned when six weeks old, seldom even in cold weather remaining in the brooder longer than eight weeks. The reduction of temperature should be a very gradual one. After the chicks are a week old gradually run the heat a little lower every few days until you have them comfortable at a temperature of about 75 to 80 degrees when they are a month old. Frequently when they are about this age you will find them on top of the hover at night, and as soon as they begin this it will be well to remove the hover altogether to give them more room in the brooder.

When the chicks are removed from the brooder they should be placed in comfortable colony coops, 25 to 50 birds in a flock. Keep them confined in a small run near this coop for three or four days until they become accustomed to their new quarters. Bed this brood coop with chaff, cut straw or planer shavings, and keep the little birds supplied with dry grain food, beef scrap, charcoal, grit and pure water. As soon as they have become used to their new quarters they should have liberal range.



PROFESSORS OF POULTRY CULTURE AT THE LEADING AMERICAN AGRICULTURAL COLLEGES AND EXPERIMENT STATIONS

1—Wm. P. Brooks, Hatch Experiment Sta., Amherst, Mass. 2—Horace Atwood, West Virginia Experiment Sta., Morgantown, W. Va. 3—C. K. Graham, Connecticut Agricultural College, Storrs, Conn. 4—F. B. Linfield, Montana Experiment Sta., Bozeman, Mont. 5—J. S. Jeffrey, Agricultural Experiment Sta., West Raleigh, N. C. 6—Cooper Curtice, D. V. S., Rhode Island Agricultural College, Kingston, R. I. 7—F. C. Elford, Canadian Government Poultry Division, Ottawa, Ont. 8—J. W. Bolte, Rhode Island Experiment Sta., Kingston, R. I. 9—Jas. G. Halpin, Michigan Agricultural College, Agricultural College P. O., Mich. 10—C. W. Wheeler, Kansas Agricultural College, Manhattan, Kas. 11—W. R. Graham, B. S. A., Ontario Agricultural College, Guelph, Ont. 12—James E. Rice, Cornell University, Ithaca, N. Y. 13—Jas. Dryden, Utah Experiment Farm, Logan, Utah. 14—Frank Rühlen, Ohio College of Agriculture, Columbus, Ohio. 15—Geo. A. Cole, Arkansas Experiment Sta., Fayetteville, Ark. 16—A. G. Gilbert, Central Experimental Farm, Ottawa, Ont. 17—G. M. Gowell, Maine Experiment Sta., Orono, Me.



Cyphers Incubators and Brooders are in successful use on more Government Experiment Stations in the United States, Canada, and other English-Speaking Countries than all other makes of Incubators combined.

IN the pages next following are presented testimonial endorsements of the Cyphers Incubators and Brooders from numerous Government Experiment Stations and Colleges of Agriculture located in the United States, Canada, England, New Zealand, and Australia. These testimonials are from the professors of agriculture and the managers of the poultry departments operated in connection with these public institutions. We regard them as being of exceptional value, **for a higher or more disinterested endorsement of the Cyphers Incubator could not be obtained.** They are from men of scientific training, from men who are interested solely in the advancement of the poultry industry, **from men who would not think of publicly endorsing an inferior or worthless article.**

These men have no interest in the Cyphers Incubator or Incubator Company, beyond their appreciation of a properly-constructed and successful hatcher, and their common interest with us in advancing the poultry business along correct lines. They are men employed by their respective governments (State or Dominion) to investigate poultry matters in a wholly disinterested manner, to lecture before students, at farmers' meetings and elsewhere, giving their honest opinions and advice, based on personal knowledge obtained through experimentation and study. These men are unapproachable except on a basis of honor and integrity, and **their endorsement of the Cyphers, given freely, backs up and confirms the thousands of unqualified endorsements of leading poultrymen and of men and women in all walks of life** who are using the Cyphers with practically uniform success.

That the Cyphers Incubator is "The World's Standard Hatcher" is proved abundantly by the fact that it is used for the purpose of demonstrating the principles of scientific artificial incubation in nearly all the leading agricultural colleges and schools in this country and Canada. Were it not eminently fitted for the most exacting tests, and capable of the best work, it could not meet the requirements of these various institutions. We invite your attention to the following letters, which express briefly the estimation in which the Cyphers Incubator is held by these authorities.

CYPHERS INCUBATOR CO.

AGRICULTURAL DEPARTMENT.
C. L. NEWMAN, M. S.
PROFESSOR OF AGRICULTURE,
AND AGRICULTURIST.

University of Arkansas and
Agricultural Experiment Station

Cyphers Incubator Co., Buffalo, N. Y.

Fayetteville, Ark., Sept. 16, 1904.

After another year's experience with your incubator and brooders will say, I am more than pleased with them. **We have not found that they fall short of your claims in any respect.** The chicks come forth in good, strong condition.

Very truly yours,

C. L. Newman

CORNELL UNIVERSITY
COLLEGE OF AGRICULTURE
ITHACA, N. Y.

L. H. BAILEY, DIRECTOR

DEPARTMENT OF ANIMAL HUSBANDRY

H. H. WING,
Professor of Animal Husbandry.

J. E. RICE,
Assistant Professor of Poultry Husbandry.

M. W. HARPER,
Assistant in Animal Husbandry.

R. C. LAWRY,
Assistant in Poultry Husbandry.

Cyphers Incubator Company, Buffalo, N. Y.

The 1906-pattern Standard Cyphers Incubator came promptly. I am delighted with the way it behaves. It is a positive pleasure to handle an incubator that regulates so easily and so accurately, and that, like David Harum's horse, "will stand without hitching."

Yours truly,

Ithaca, N. Y., May 20, 1905.

JAMES E. RICE.

Cyphers Incubator Company, Buffalo, N. Y.

After giving your 1906-pattern Standard Cyphers Incubator a fair trial, I will say that the two hatches which we took off were as satisfactory as could be expected, considering the lateness of the season. On the whole, we are very much pleased with the machine.

Yours truly,

Ithaca, N. Y., September 27, 1905.

James E. Rice



Photographic Views of Poultry Instruction Work, Cornell University Experiment Station

Ithaca, N. Y., August 3, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Our experience with the two Cyphers machines during the present season confirms my statement to you of last year. Because of its reliability we are using it largely for investigation work.

Respectfully yours,

JAMES E. RICE.

EARLIER LETTER FROM PROF. H. H. WING

Ithaca, N. Y., June 18, 1903.

Cyphers Incubator Company, Buffalo, N. Y.

We have used the Cyphers Incubator *in our instructional work* at this institution *during the past four years. It has worked satisfactorily in all respects and has given us no trouble.* The heating, regulating, and ventilating arrangements have worked perfectly. All our incubators are used wholly in students' work, *and the work done by your machine has been uniformly satisfactory.*

H. H. Wing

J. H. STEWART,
Agriculturist.
B. H. HITE,
Chemist.
J. L. SHELTON,
Plant Pathologist.
W. E. RUMSEY,
Entomologist in Charge.
HORACE ATWOOD,
Asst. Agriculturist.

WEST VIRGINIA AGRICULTURAL EXPERIMENT STATION

MORGANTOWN.

J. H. STEWART, Director.

T. C. JOHNSON,
Associate Horticulturist.
F. E. BROOKS,
Special Agent.
FRANK B. KUNST,
Assistant Chemist.
C. S. FORKUM,
Assistant Chemist.
LEICESTER PATTON,
Assistant Chemist.

Cyphers Incubator Company, Buffalo, N. Y.

August 6, 1906.

Replying to your letter of August 2nd, will say **the new-pattern Cyphers Incubator has been used here this season entirely by students**, who were totally inexperienced in the operation of incubators. All of the different hatches **have been satisfactory**, averaging about 85 per cent. of the fertile eggs.

I have used Cyphers Incubators at this station for several years and have found them durably-made incubators that will do the work required of a high-grade machine. Each season we have raised one thousand or more chickens, and in this work **we use by preference the Cyphers because it is so simple, so accurate and so reliable.**

I have found the Cyphers to be a non-moisture, self-ventilating machine and **have no hesitation in recommending it to all who wish to purchase a high-grade incubator.** The chick drawers in your new-style machines are a very decided improvement. This pattern is, in my judgment, **a material improvement over the old forms**, on account of the larger air space in the incubating chamber, the increased facilities for giving additional ventilation when considered desirable and the new regulator **which is extremely sensitive and accurate.**

Yours truly,



Horace Atwood

From Director, W. Va. Agricultural Exp. Sta.

Morgantown, W. Va., Jan. 16, 1901.
Cyphers Incubator Co., Buffalo, N. Y.

The incubator and brooders which we bought from you last year **have given complete satisfaction.** Please ship us at once by freight from your nearest warehouse two Outdoor Brooders, Style A.



Poultry Buildings on West Virginia Agricultural Experiment Station.

Very truly yours,

J. H. Stewart Director.

South Carolina Experiment Station

HENRY S. HARTZOG, LL.D.,
Director.

J. S. NEWMAN,
Vice-Director and Agriculturist.

OSCAR M. WATSON,
Poultryman.

Cyphers Incubator Co., Buffalo, N. Y.

Clemson College, S. C., September 8, 1902.

I am delighted with the Cyphers Incubator obtained from you last spring. **Your machine is everything you claim for it.** No moisture is required, and I am particularly pleased with the regulator; it is not only accurate, but strong and durable. I do not hesitate to recommend it to anyone wishing to purchase an incubator.

Yours truly,

Cyphers Non-Moisture Incubators do especially good work in semi-tropical and tropical climates. We have received hundreds of testimonials from customers living in the Southern States, expressing uniform satisfaction.

Oscar M. Watson

HATCH EXPERIMENT STATION

—AND—

MASSACHUSETTS AGRICULTURAL COLLEGE

PROFESSOR OF AGRICULTURE, AND AGRICULTURIST
WM. P. BROOKS.

Amherst, Mass., June 18, 1904

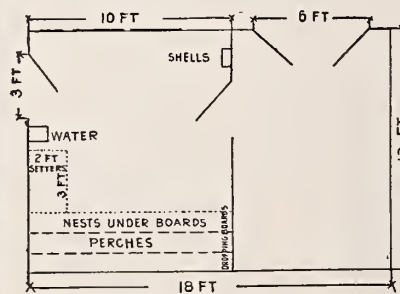
Cyphers Incubator Co., Buffalo, N. Y.

The continued use of Cyphers Incubators *confirms me in the favorable opinion I had formed concerning them.* We find that your incubators give better hatches than any others we have ever tried. We secure a good percentage of strong, healthy chicks from the fertile eggs. One point in particular I desire to call attention to. Your incubator is simple and easy to operate. *Beginners have repeatedly secured excellent hatches with your machines.* An assistant who had never before run an incubator of any kind hatched 138 good chickens in one of your 220-egg machines.

Three machines of this size have been used this year by students in the College, *none of whom had ever before had any experience in running an incubator.* These students, it should be remembered, were doing the full regular work of their College course and were running these incubators as laboratory work. The average number of chickens hatched was 75½ per cent. This, of course, is not extra good hatching, but the eggs, from fowls which had been laying heavily for a number of months, were not very fertile. *Considering the circumstances, I regard the results obtained by the students as very satisfactory.*

Sincerely yours,

Wm. P. Brooks



Showing Ground Plan.

POULTRY PLANT UNEXCELLED

The poultry plant and buildings operated in connection with the Massachusetts State College at Amherst are unexcelled by those of any other State in the Union. The experimental work in all departments carried on here is of the highest order. Poultry has not been neglected and results of value to all producers of poultry have been reached. The tests of the food values of the different grains have been especially valuable. President Wm. P. Brooks, who has charge of all experiments carried on at this farm, has brought this institution to a high point of efficiency.



Poultry Buildings, Hatch Experiment Station.

Cyphers Incubator Co., Buffalo, N. Y.

Orono, Me., September 11, 1905.

We began using our first Cyphers Incubator *six years ago*, and *now have eight of the 360-egg size*. These machines do all you claim for them, and with a very small amount of care and labor. No one can ask for a machine that is *more easily handled*, or for one that will give *better results*.

Having had considerable experience with incubators, will say I regard the Cyphers as *the best of any I have used*. I began the use of incubators years ago, with the hot water jug as a medium of heat, and every change has seemed to be for the better since then, until now we have the Cyphers, that comes *very near perfection*. We shall buy more of your machines next winter, *because they are the best of any kind we have tried*.

I am glad to give my personal endorsement whenever inquiry is made.

Yours truly,

G. M. Gowell

AT MAINE STATE COLLEGE

Professor Gowell, in charge of the poultry work at this college, has done and is doing a great work for poultrymen. During the past five years he has conducted systematic experiments with a view to increasing the egg yield of hens, the result being that he has proved conclusively that where they are "bred in line" for heavy egg yield, hens can be brought to lay from 200 to 250 eggs each per year. What are called pedigree nest boxes are used, and a careful record is made of the eggs laid by every hen in the flock. The trap nest or pedigree nest box is especially valuable in line breeding, to the fancier, having a limited number of choice fowls, from which he wishes to establish a pedigree strain. It is a favorite device with the man who has a desire

to build up a strain of phenomenal layers, since by its use the best layers in the flock are readily identified. The non-layers and those which lay only a few eggs are also made known, so that these drones can be weeded out of the flock. In the experiments at the Maine Station it has been found that while some hens lay from 200 to 250 eggs each in a year, others lay only a few or none at all. Annual bulletins are issued by the Maine State College, reporting in detail the results obtained by Professor Gowell during the several years he has been engaged in this important work. These bulletins are free to anyone who will write for them.



Poultry Buildings at the Maine Agricultural Experiment Station, Orono, Me.

THE MONTANA AGRICULTURAL EXPERIMENT STATION

BOZEMAN, MONT.

OFFICE OF DIRECTOR

Cyphers Incubator Co., Buffalo, N. Y.

Bozeman, Mont., Sept. 21, 1905.

The Cyphers Incubators have been used at the Montana Agricultural Experiment Station for five or six years and **we have found them to work satisfactorily without the introduction of moisture.**

In the matter of ventilation the Cyphers requires no extra care beyond that provided for by the manufacturers. The control of temperature in these machines **may be said to be as near perfect as human skill** combined with limited expense can provide. On this point **they have given us no trouble whatever** during the time we have operated them.

The Cyphers Incubators we are operating have given us **most excellent satisfaction** and I believe fully come up to the claims of the manufacturers.

Very truly yours,

E. B. Linfield
Director.

FROM FORMER DIRECTOR MONTANA EXPERIMENT STATION

Cyphers Incubator Co., Buffalo, N. Y.

Bozeman, Mont., June 29, 1899.

The child is born, and it is my duty to report. Machine set up May 27th; ran four days before loading. **The First 13 days there was not one-half degree variation in the temperature.** Temperature was noted six times per day, and at no time during the 21 days of incubation did the temperature vary two degrees. **We had a 92 per cent. hatch—chicks all strong and healthy.**

Yours is the third machine we have tried in the past four years—others have been flat failures. Had decided incubators were "N. G." at an altitude of 4,793 feet. You are welcome to make any use of this communication that seems good to you.

Yours respectfully,

S. M. EMERY,
Director.

The Montana Experiment Station issues regular bulletins containing reports of the work done and results accomplished. Copies will be mailed free on request.

Herewith is shown a photographic view of one of the poultry buildings in use at the Montana Station.



One of the Poultry Buildings at Montana Station.

The South Dakota Agricultural College Experiment Station

J. W. HESTON, PH. D., LL. D.
President.

JAS. W. WILSON, M. S. A.
Director and Prof. of Animal Industry.

D. A. SAUNDERS, A. M.
Botanist and Entomologist.

Cyphers Incubator Co., Buffalo, N. Y.

Brookings, S. D. Sept. 3, 1902.

The incubator purchased of your last spring **has been satisfactory in every respect.** We are more than satisfied with the results. From February to July we averaged 85 per cent. of all fertile eggs incubated. **The Cyphers is in fact a non-moisture incubator,** giving satisfaction even in our dry climate. **So perfect is the regulator** that during an entire hatch the thermometer varies less than one degree. I most heartily recommend the Cyphers to any one desiring a first-class incubator.

Sincerely yours,

Cyphers Incubators are the most practical machines for hatching and are the easiest to learn to operate. Hence their value to the beginner and the student. Note that the State Colleges use them in teaching artificial incubation.

D. A. Saunders

In charge of Poultry Dep't.

UNIVERSITY OF MINNESOTA

Northwest Experiment Farm

W. M. LIGGETT, Director
WM. ROBERTSON, Supt.
GUS. WALTERS, Poultryman

Crookston, Minn., August 15, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Your improved-type Standard Incubators have given us **uniformly satisfactory results throughout the past season.** The best lot of chicks hatched by us came from the first hatch **taken from the new-pattern Cyphers,** operated in competition with five other machines, representing three different makes. We operated each kind of incubator one to three times. **On the whole, better hatches were obtained from your incubators without supplied moisture.** While the drop-bottom is a valuable addition, our experiments led us to conclude that it is needed only in the late spring and summer months. The increased capacity of the egg-trays and the chick or nursery drawers **are distinct improvements.**

Yours truly,

Gus. Walters.
Poultryman.

Ohio State University, College of Agriculture and Domestic Science

DEPARTMENT OF AGRICULTURE

THOMAS F. HUNT, Dean.
WILLIAM R. LAZENBY, Secretary.

THOMAS F. HUNT, Prof. of Agriculture.
FRANK RUHLEN, Ass't in Agriculture.

Cyphers Incubator Company, Buffalo, N. Y.

Columbus, Ohio, April 19, 1901.

I write this after using your No. 2 Incubator for more than one year. Your machine has given us good results. **I think it almost impossible to make a machine that will keep a more uniform temperature, and that is what is wanted in hatching.** I think that our using your machine here has been the result of several sales, owing to the students who have expressed themselves as favorably impressed with the Cyphers.

Wishing you success, I am, very truly yours,

Frank Ruhlen

Assistant in Agriculture.

New Hampshire College of Agriculture and Mechanic Arts

CHAS. S. MURKLAND, A. M., Ph. D., Acting Director.

F. WM. BANE, M. S., Horticulturist.

CHARLES W. BURKETT, Agriculturist.

Cyphers Incubator Company, Buffalo, N. Y.

Durham, N. H., Oct. 16, 1901.

Yours of the 14th inst. duly received. Our work with your incubators at the New Hampshire College of Agriculture and Mechanic Arts, because of my short stay after receiving them, was limited, as I had not time to do much with them. I, however, am well pleased with what I have seen of the Cyphers, **and know it to be an exceptionally good incubator. I have no hesitation in adding my endorsement to the machine you are producing.**

Very truly yours,

The books of the Cyphers Series on Practical Poultry Keeping are brimful of practical poultry knowledge from cover to cover. They contain special articles from leading specialists, who are also lecturers at the State Agricultural Colleges. They are valuable text books for students of poultry work. See full description on pages 116, 117 and 118 of this catalogue.

Charles W. Burkett

Professor of Agriculture.

The Connecticut Agricultural College

RUFUS WHITTAKER STIMSON, A. M., B. D., *President.*

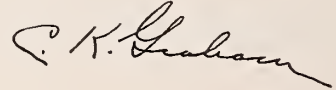
Cyphers Incubator Co., Buffalo, N. Y.

Storrs, Conn., July 11, 1905.

Your Incubators have been in use here since 1897, and I have found them *simple for the students to handle* and at the same time *reliable*. The regulator can be depended upon at all times, and I have had good hatches when the room in which they were working *was below freezing* as well as when it was from *75 to 80 degrees above zero*.

What I consider one of the strongest points of your machine is *their ease of operation*. We have no difficulty in *initiating our students* into the management of them, and satisfactory results are usually obtained upon the first trial.

Yours truly,



The Connecticut Agricultural College is second to none in the work it is doing in behalf of poultry culture. A plant with a capacity of about 400 breeders has been established, which is stocked with pure-bred "business" birds of several leading varieties, and equipped with the necessary incubators, brooders, and other apparatus to rear a large number of chicks annually. Each winter a special course is given, beginning early in January and continuing six weeks. The instruction is divided between practical work at the poultry plant and regular class-room recitations and lectures. In addition to members of the faculty, men prominent in the several branches of the poultry industry are secured to lecture and answer questions about their specialty.



Views of Poultry Plant, Connecticut Agricultural College, Storrs, Connecticut

MICHIGAN AGRICULTURAL COLLEGE

Department of Practical Agriculture

R. S. SHAW,
Professor of Agriculture.
J. A. JEFFERY,
Professor of Soil Physics and Agronomy.
F. O. FOSTER,
Instructor in Dairying.
H. W. NORTON, JR.,
Instructor in Animal Husbandry.
L. B. MCWETHY,
Instructor in Agriculture.

C. FICK,
Foreman of Farm.
A. C. ANDERSON,
Instructor in Animal Husbandry.
L. J. SMITH,
Instructor in Farm Mechanics.
J. G. HALPIN,
Instructor in Poultry Husbandry.

Cyphers Incubator Company, Buffalo, N. Y.

Agricultural College, P. O., Mich., September 11, 1906.

Professor Shaw has turned your letter of the 7th over to me for answering. I will say that ***I have used Cyphers Incubators for the past five years and have always found them very satisfactory.*** They are without a doubt among the list of machines that one can truthfully recommend to a friend. ***I find them very easy for amateurs to master.***

Very truly yours,

Ja G. Halpin



Photographic View of Michigan Agricultural College Poultry Department

Kansas State Agricultural College

DEPARTMENT OF DAIRY HUSBANDRY.

OSCAR ERF, Professor.
C. W. MELICK, Assistant.

Cyphers Incubator Company, Buffalo, N. Y.

Manhattan, Kas., June 28, 1906.

We have a 1905-style, 240-egg Cyphers Incubator in use here which ***is giving very good satisfaction.***

Respectfully,

W. A. LAMB,
Manager Poultry Dept.

AGRICULTURAL COLLEGE OF UTAH EXPERIMENT STATION

W. J. KERR, President

Address all Communications to Experiment Station

STATION STAFF

P. A. YODER, Director and Chemist.
JAMES DRYDEN, Poultryman.
E. D. BALL, Entomologist.
W. W. McLAUGHLIN, Irrigation Engineer.
R. S. NORTHROP, Horticulturist.

Cyphers Incubator Company, Buffalo, N. Y.

I have used Cyphers Incubators for a number of years at this Station as well as on the Cyphers Poultry Farm and can honestly say that ***I know of no better machine.*** In my experience, with eggs from good vigorous stock and with proper care in the operation of the incubator, the machine gives satisfactory hatches.

Yours very truly,

James Dryden

Poultryman.

STATION STAFF—CONT.

W. M. JARDINE, Agronomist.
H. J. FREDERICK, Veterinarian.
CHRISTIAN LARSEN, Dairyman.
JOHN T. CAINE, III, Animal Husbandman.
J. A. BEXELL, Secretary.

Logan, Utah, September 26, 1906.

Agricultural Experiment Station

OF THE

NORTH CAROLINA COLLEGE OF AGRICULTURE AND MECHANIC ARTS

J. S. JEFFREY, Poultryman.

Cyphers Incubator Company, Buffalo, N. Y.

West Raleigh, N. C., October 23, 1906.

We continue to have **first-class results** from your machines and are **always glad to recommend them, especially to beginners**, on account of the ease with which they can be operated. We used your 1906-pattern machine later than usual this past season and **had very satisfactory hatches** in June, with the thermometer in the nineties all the time.

I cannot tell you how long we have been using your incubators, as they were here when I came, **four years ago**, but I notice that one of the machines was made by you at Wayland.

They continue to give the very best satisfaction, both as to percentages hatched and percentages of chicks raised.

I have never used any moisture in any of your machines and have had good hatches with them **under widely varying conditions**. Have found that the regulator looks after the temperature, even when we have had a variation of twenty degrees in twelve hours in the temperature of the room.

Yours truly
J. S. Jeffrey

Southeast Alabama

AGRICULTURAL SCHOOL AND EXPERIMENT STATION

J. B. ESPY, M. Sc., Science and Agriculture.

Cyphers Incubator Co., Buffalo, N. Y.

Abbeville, Ala., Oct. 9, 1905.

I consider the Cyphers a first-class incubator in every respect. We secured a machine from you three years ago, and **it has given perfect satisfaction**. It is a non-moisture and self-ventilating machine. The regulator is all that can be desired. **The chicks hatched were strong and healthy**, and we were well pleased with the results obtained.

Yours truly,

J. B. ESPY, Director Experiment Station.

Dominion of Canada. Department of Agriculture

WM. SAUNDERS, Director.

A. G. GILBERT, Poultry Manager.

VICTOR FORTIER, Asst. Poultry Manager.

Cyphers Incubator Company, Buffalo, N. Y.

CENTRAL EXPERIMENTAL FARM.

Ottawa, Can., October 19, 1906.

I have much pleasure in assuring you that **our experience with your 1906-pattern Standard Incubator has been most satisfactory** for the following reasons:—(1) Ease of operation; (2)

Accessibility to all parts; (3) Regularity with which the correct temperature is kept; (4) Convenient arrangement of thermometer, trays, drawers for chicks to fall into and lamp. **These features are important**, particularly to the amateur, who is usually timid and easily disconcerted in his first attempts.

Perhaps the most important improvement is the admirable system of ventilation. This **all-important** feature of an incubator is frequently lost sight of in many machines on the market and some of which we have tried. I can say no more than what I have said before: **"Give the Standard Cyphers Incubator eggs with germs of the required strength, and it will certainly—when run as per directions—hatch out every chicken worth attempting to rear."** The import of this remark may not be plain to the tyro in artificial hatching, but it will certainly be appreciated by the experienced operator, who neither desires to have nor will rear weakling chicks.

Yours faithfully,

A. G. Gilbert



Illustrating the Poultry Work on Central Dominion Farm, Ottawa, Canada.

Cyphers Incubator Co., Buffalo, N. Y.

Guelph, Can., Sept. 13, 1905.

We have every confidence in your machines and always feel that the eggs are safe when in the Cyphers. It is a pleasure to operate an incubator when the chicks hatched from it are **so strong and healthy**. We have used the Cyphers Incubators **for six years**, during which time the machines have worked very satisfactorily. The regulation of the Cyphers is as good as one could ask for.

As for your make of brooder, will say that we are using two of the Style A Outdoor Brooders and have found them **satisfactory in every way**. We are sending you, under separate cover, a photo taken of one of your brooders just after a snow-storm. We were somewhat surprised to find that the brooder maintained its temperature to a nicety under such severe conditions.

Regarding your 1906-pattern, I may say that we have found this machine to be **very satisfactory indeed**. I think this new machine is a great improvement upon those made by you in former years.

Yours truly,

W. R. Graham.

Regarding the Snow-Bound Style A Brooder

Cyphers Incubator Co., Buffalo, N. Y.

Guelph, Ont., July 7, 1903.

In reply to your letter re. the snow-bound brooder, I may say that the temperature of the brooder at night previous to the snow storm was about 90 to 92 degrees. As will be seen from the photograph, we had quite a heavy fall of snow during the night and when we went to the brooder in the morning **there were icicles at the back of it from one-half inch to six inches in length**. I was of the opinion that the temperature would not be in any way near what it should be, **but upon opening the brooder we found the temperature to be exactly 90 degrees**. It may be of interest to you to know that this bunch of chickens are all alive, with the exception of two, one of which was a weakling and died, and the other disappeared for some unknown reason. The photograph, as you see,



Cyphers Style A Outdoor Brooder Snow-Bound.

shows that **the chickens were perfectly strong and healthy**, and had not suffered from the severe change in the outside temperature. If they had they would not have been in a position to skip about in the snow.

Yours truly,

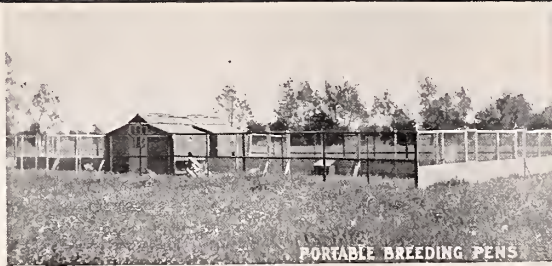
W. R. GRAHAM.



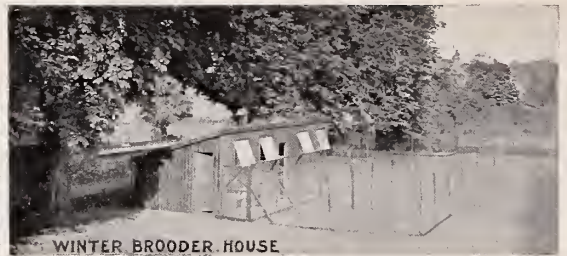
On September 6, 1904, Mr. Graham wrote us the following: "We have used three of your machines this season. As you are doubtless well aware, we have been using your machines for five or six years, during which time they have given satisfaction. They are accurate in temperature and very easy to handle."



Views of Poultry Department, Ontario Agricultural College.



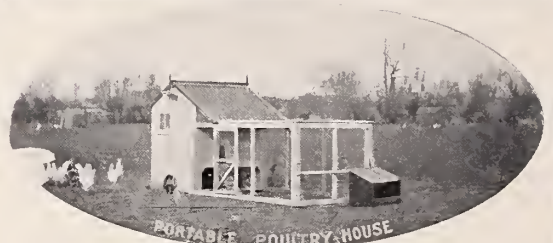
PORTABLE BREEDING PENS



WINTER BROODER HOUSE



RANGE OF SCRATCHING SHEDS



PORTABLE POULTRY HOUSE



MAIN BUILDING.
READING COLLEGE.



NEW INCUBATOR HOUSE



INTERIOR INCUBATOR HOUSE



FATTING SHED AND CAGES



PLUCKING AND TRUSSING SHED

Reports Favorably on 1906-Pattern

UNIVERSITY COLLEGE, READING, ENGLAND

COLLEGE POULTRY FARM, THEALE

(IN ASSOCIATION WITH READING COLLEGE)

Memorandum from

EDWARD BROWN, F. L. S.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

The Chestnuts, Theale, Berks, March 26, 1906.

We beg to report that during the past season we have given very careful tests to the **1906-Pattern Standard Cyphers Incubator**, and have **found the improvements made in this machine**, as compared with the previous pattern, **very excellent indeed**. Some of these **add greatly to the facility** in working the machine, and also **minimize labor**. The drawers into which the chicks drop after hatching are a very great convenience, and we believe that the greater depth in the machine thus secured is advantageous in other ways. The regulation of the machine has been **excellent in every way**. During the test of the 360-egg machine we found that it only varied about one degree. **After several hatches** we have therefore pleasure in saying that this **machine has worked excellently**, and in one of the tests we obtained 158 chickens out of 181 fertile eggs, giving a percentage of 87 per cent.

Yours faithfully,

EDWARD BROWN.

After Nine Months' Trial of Cyphers Incubator

UNIVERSITY COLLEGE, READING, ENGLAND

COLLEGE POULTRY FARM

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Theale, Berks., England, Aug. 19, 1902.

I have pleasure in reporting our experience as to the Cyphers 120-Egg Incubator which we have now **continuously worked for the last nine months**. This machine differs so distinctly from anything I have myself used during the last 30 years that it seemed necessary **to give it a prolonged trial** before expressing any opinion as to its working capacity.

The machine has maintained an excellent regularity of temperature throughout, giving no trouble in this respect, and the thermostat is certainly the best of that class of regulator I have yet seen. This satisfactory result has been achieved during a very trying season, because for the last few months we have had greater variations of temperature than are usually met even in this country, and the stress upon all incubators has been very considerable. It speaks well for the regulation that it has worked satisfactorily under these conditions.

The results in hatching have been excellent. As our incubators are worked largely by the students, of course under supervision, we do not expect—especially at first—that the same results can be secured as if they were in the hands of an expert operator. I have watched very carefully the circulation of air in the machine, believing this to be an all-important point, and am pleased to report that it is steady and sufficient.

The Cyphers Incubator is a non-moisture machine, but I should not like to commit myself absolutely to this principle, and prefer to test it during a dry season. The past year has been a very moist one, and consequently the atmosphere has been very humid. Moreover, Theale is in a valley where we have a considerable amount of moisture. **Speaking up to the present time, however, I am thoroughly satisfied with the results secured in this excellently-made incubator.**

Believe me to remain,

Yours faithfully,

EDWARD BROWN.

After Twelve Months' Trial of Cyphers Brooders

UNIVERSITY COLLEGE, READING, ENGLAND

COLLEGE POULTRY FARM

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

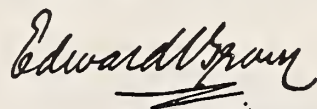
Theale, Berks., Aug. 3, 1903.

I have pleasure in reporting upon our experience with the Cyphers Brooders, which **we have had in operation for upwards of 12 months**, and in which we have raised a large number of chickens at all periods of the year. The principle upon which this machine is built is sound, and **the heat is evenly distributed**, whilst the ventilation ensures a constant supply of fresh air—perhaps the most important element for the growth of young stock.

For the rearing of chicks during the first month of their existence we have found the Cyphers Brooder a most valuable appliance, and the birds in it have thriven splendidly. Having a large chicken house, we have used the Cyphers entirely in the open, **and the temperature was well maintained during the coldest weather we had during the winter.**

Faithfully yours,

During the fall of 1902, a new incubator house was built on the College Poultry Farm (see photographic views on opposite page), in which six Cyphers Incubators—two No. 0's, two No. 1's, and two No. 2's—are now in operation. At the present time Mr. Brown and his assistants are using four Cyphers Style A Outdoor Brooders.



Lecturer on Aviculture.

Rhode Island College of Agriculture and Mechanic Arts

HOWARD EDWARDS, President

DEPARTMENT OF ANIMAL INDUSTRY

COOPER CURTICE,
Professor of Animal Industry.

J. WILLARD BOLTE,
Assistant Professor.

HOWLAND BURDICK,
Instructor in Dairying.

Cyphers Incubator Company, Buffalo, N. Y.

Kingston, R. I., September 14, 1906.

Your letter of September 7th has come to my desk, and I am pleased to state that **your machines are the most popular ones with this department.** To quote our Mr. Kirkpatrick's own words, "**We certainly like them or we would not have all of our incubators of that make.**"

In addition, I can say that the Cyphers Incubators did good work while I was in charge at the Utah Station.

Yours very truly,

J. Willard Bolte



Photographic Views of Rhode Island Agricultural College Poultry School.

Rhode Island Agricultural Experiment Station

BIOLOGICAL DIVISION

DR. COOPER CURTICE, Biologist

Cyphers Incubator Company, Buffalo, N. Y.

Kingston, Rhode Island, July 7, 1904.

There is scarcely need of my commending your company for the fine workmanship displayed in your machines. Each machine speaks for itself. **Eight to twelve of them have been in successful use here for student and experimental use during the past five years.**

My experiments definitely point to the fact that **we have had as good hatches without moisture** as when we have inserted dishes of water with considerable surface underneath the egg trays. When the moisture surface has been increased and set in the egg tray, or above, the efficiency of the hatching has been decreased, even to destroying all the hatch.

Our experiments in ventilation are not complete. Our hatches have, in my opinion, run very good without using the ventilating slides, **showing sufficient ventilation produced by the heating apparatus.**

Mr. Kolbe, my assistant, reports that adjustment of the thermostat is necessary only at the beginning of the hatch, toward the middle when the heat of the embryo is added to that of the lamp flame, and at the end when the temperature is reduced before taking off the chicks.

Very respectfully yours,

The agricultural colleges of the United States and Canada are now turning out annually three to five hundred students who are qualified to take charge of practical plants. The demand for managers of large plants is greater than the supply. Capable managers are the exception rather than the rule, as the work requires not only knowledge, but practical experience.

Cooper. Curtice

Chapter VI.—Profitable Egg Farming

Breeding Poultry for Greater Egg Production—Over 200 Eggs a Year—Cost of Producing Pullets—Food, Cost and Profits

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ONE of the best paying lines of poultry work is the production of strictly fancy fresh eggs for market. There is practically no limit to the demand for the highest grade of fresh eggs, and the producer who can guarantee his product is certain to find a good outlet for them at profit-making prices in any section of the country. The demand, of course, is greatest in the neighborhood of our large cities, and during the past five years the prices paid for strictly fancy nearby fresh eggs have steadily increased in all of our large city markets, the actual betterment of prices ranging from 29 to 36 per cent. Practically every town of moderate size and every small or large city furnishes a market where the best quality of eggs can be readily disposed of at good profits.

To be a successful egg farmer, however, the poultryman must equip his plant with good thoroughbred stock that has been bred for egg production. Statistics given in the preceding chapters show that the average production on farms is only about five dozen eggs per fowl a year, and such average specimens would only pay a very small margin of profit beyond the cost of their keep. With properly-bred, well-fed laying stock it is possible to maintain a very much higher average egg yield than that which is credited to the average farm hen, and there are many egg farms today where the yearly egg yields will average from 12 to 15 dozen eggs per bird. This has been accomplished by careful selection and breeding from the best layers.

In 1898 the Maine Agricultural Experiment Station began careful investigations concerning the improvement of egg production with a view to increasing the number and improving the size and color of eggs, and the general betterment of farm stock. The work of this experiment station was undertaken primarily for the study of breeding for egg production, and progress has been so marked, as a result of these experiments, that the Bureau of Animal Industry of the U. S. Department of Agriculture has become interested, expressed its desire to co-operate in the work, and is now contributing one thousand dollars per year to assist in carrying forward the breeding experiments. In addition to this the Bureau of Animal Industry has recently engaged the services of an experienced poultryman and will conduct experiments on its own behalf on a small poultry plant located not far from Washington.

Breeding for Egg Production

In writing of the work of the Maine Experiment Station in breeding for egg production, Prof. G. M. Gowell says:

"It is known that the laws of inheritance and transmission are as true with birds as with cattle, sheep and horses, and when we consider the wonderful advance in egg production that the hen has made since her domestication, there is ample reason for assuming that a higher average production than the present can be secured by breeding only to those birds that are themselves large producers.

"In 1898 the Maine Agricultural Experiment Station designed and constructed fifty trap nests and put them in use by the pullets kept that year. From time to time, the work has been extended until now 200 trap nests are in use by a thousand hens.

"By the trap nest it is possible to know the exact daily work which every hen is doing. At the end of the year those that had laid 160 eggs, or over, were selected and saved for breeders. They were bred to males whose mothers had laid 200, or more, good eggs per year. No female had been used in the breeding pens, for six years, whose mother did not lay at least 160 eggs in her pullet year. No males have been used as breeders unless their mothers laid above 200 eggs per year. The breeding pens are now filled with birds of both sexes, that have six generations of mothers and fathers before them, that were bred under these rigid rules of selection.

"The stock commenced with in 1898 had been laying about 120 eggs each per year for several years, as shown by the flock records. During the last two years, the hens have averaged 144 eggs each, during their pullet year. There seems to be reason to conclude that the producing capacities of the hens have been increased by about 2 dozen eggs per year.

"If by continued work a family of birds can be permanently established that with reasonable treatment will yield 12 dozen eggs each per year in flocks of 100, it will be a matter of great consequence to the poultry industry.

More Than 200 Eggs a Year

"The question is frequently asked if the stock is not likely to be weakened by inbreeding, since male birds are not purchased from outside flocks. There is no reason to go outside for fresh blood. This season there are 82 hens in the breeding pens, each of which has yielded 200 to 251 eggs in a year. The different matings made with so many birds makes easy the selection of only distantly related males and females when making up the breeding pens. Line breeding is followed; the matings being only with distantly related birds. The birds are vigorous, of good size, and able to stand up under hard work."

In the experiments mentioned above Barred Plymouth Rocks and White Wyandottes were the fowls used. The Station makes the following estimate of the cost of production of pullets raised for layers during the season 1905. Two thousand pullets were raised.

Average Cost of Pullets at Laying Age

Two eggs incubated	4.0 cents
Oil for incubating and brooding, $1\frac{1}{2}$ pints	2.5 "
28 lbs. of grain, meal and scrap	44.5 "
$\frac{3}{4}$ lb. of cracked bone	1.5 "
$\frac{1}{2}$ lb. of oyster shell .....	.25 "
2 $\frac{1}{2}$ lbs. grit	1.25 "
$\frac{1}{2}$ lb. charcoal .....	.5 "

Total average cost of each pullet at maturity.....54.5 cents

This total represents the actual average cost of production of each of the 2,000 pullets raised at the time they were moved into winter quarters. Many of them were laying and one hundred dollars' worth of eggs had been produced by them before they were moved to the laying quarters.

Maine Experiment Station feeds its laying stock on dry food only. Early in the morning each one hundred hens are given 4 quarts of screened cracked corn scattered in deep litter. At 10 o'clock they have another feed in the litter; 2 quarts each of wheat and oats. No other regular feeding is done. A long feed trough extends along the front of each pen. In this is kept a constant supply of dry meals mixed together. This dry meal mixture is composed as follows:

200 lbs. wheat bran.
100 lbs. corn meal.
100 lbs. middlings.
100 lbs. gluten meal or brewer's grain.
100 lbs. linseed meal.
100 lbs. beef scrap.

These materials are thoroughly mixed before they are placed in the feed troughs and the troughs are never allowed to remain empty. Oyster shell, dry cracked bone, grit and charcoal are kept before the birds all the time in slatted troughs. They are also given mangolds and plenty of clean, fresh water. In the winter about 5 lbs. of cut clover is fed dry daily to each one hundred birds. Succulent foods are supplied in summer by furnishing runs on green grass, young oats, rye or rape during the growing season. The birds have double yards and as one yard is worn down or the supply of green plants eaten off they are turned into a fresh one. If the soil is much broken or the plants injured so that they will not spring up and cover the surface with green again, the yards that have been vacated are again cultivated.

The amount of food consumed and cost per hen is estimated as follows:

Average Amount Eaten by each Hen per Year

Grain and meal mixture.....	90.0 lbs
Oyster shell.....	4.0 lbs.
Dry cracked bone.....	2.4 lbs.
Grit	2.0 lbs.
Charcoal	2.4 lbs.
Clover	10.0 lbs.

Employing this method the average cost of keeping one laying hen one year was \$1.45. These hens averaged 12 dozen eggs each. At an average selling price of 23 cents per dozen, (see chapter II) this would mean \$2.76 received from each laying hen, or a net profit over cost of food of \$1.31 per hen. The cost of the pullet at laying maturity does not necessarily enter into these figures as the market value of her carcass as an adult fowl would exceed the cost of production.



LARGE PRACTICAL POULTRY PLANTS

Cyphers Non-Moisture Incubators have been on the market
ten years, and are now in use on more large and successful
poultry plants than all other makes of Incubators combined.

IN the pages next following appear groups of photographic views of as many of America's large practical poultry plants as we can spare room for in this catalogue. *Lack of space forbids our trebling or quadrupling the list.* At present the number of poultry plants in the United States that are using ten or more large size Standard Cyphers Incubators has grown beyond our knowledge, and from the many who during the past year have been good enough to furnish us with photographs of their plants, we have been able to publish only a few. This we regret because the numerous fine illustrations of market fowls, immense flocks hatched in our incubators and reared in our brooders would add much additional interest to this book.

Large plants that were having up-hill work when the Standard Cyphers was introduced are now established successes, owing to the adoption of an incubator that will hatch not only the right percentages of fertile eggs, but which produces large, strong and vigorous chicks—the kind that will live and grow rapidly, attaining to an early and profitable maturity. *One by one these plants have discarded other good makes of incubators and put in the Standard Cyphers,* simply and solely because it has been found to hatch more and better chicks from the same number of eggs, doing so with less labor, less anxiety and at less expense.

Kindly note the letters of unqualified endorsement from the proprietors and managers of the plants represented. These letters are *from men who own and operate the largest, best equipped, best managed and most successful practical poultry plants in the world,* for America leads all other nations in this branch of the poultry industry. *These men know their business.* They include experts of wide experience in the operation of incubators of different makes. They were well posted on the merits of other styles of incubators before they adopted the Standard Cyphers. *They had used or personally investigated the merits of other makes before they decided in favor of ours,* in some cases taking long journeys to find out what other poultrymen were using and the success they were having. In a number of cases, after visiting other large poultry plants and learning all they could, these men came to our factory, personally inspected our machines in the process of manufacture, became convinced that they are the best constructed and most practical hatchers made, and then adopted them.

If the unimpeachable testimony of poultry experts is to be considered convincing, then assuredly the Standard Cyphers, Patent-Diaphragm, Non-Moisture, Self-Ventilating and Self-Regulating Incubators *are all that we represent them to be and will do the work claimed for them.*

Respectfully,

CYPHERS INCUBATOR COMPANY.

Using 104 of Latest-Pattern Cyphers

YARDLEY DUCK FARM

W. H. McCORMICK,
JOHN C. McCORMICK, Proprietors

IMPERIAL PEKIN DUCKS
EGGS AND STOCK IN SEASON

Yardley, Pa., September 8, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We are nearly through with our season's work and are pleased to give you **a correct report of the good work your latest-pattern Standard Incubators** (of which we have 104) **did for us this season.**

To make our statement short we will only give you the hatches of eggs set in **the first week** of February, March, April and May, **which about covers the hatching season:**

First week of February, set	20	Machines—	5,983	Eggs.	Hatched	3,238	Ducks.
“ “ “ March, “	20	“	6,000	“	“	3,603	“
“ “ “ April, “	21	“	6,300	“	“	3,321	“
“ “ “ May, “	22	“	6,600	“	“	3,148	“
			24,883	“		13,310	“

This is the actual account of all eggs set, but in doubling up the machines (i. e., after testing out the clear eggs) we had quite a number of machines hatch more than 200 ducklings and as high as 235 ducklings to a machine. **We can state positively that these are the best incubators we have ever used.**

Yours truly,

W. H. McCormick & Son



Yardley Duck Farm, Yardley, Pa., W. H. McCormick & Son, Props.

Largest and Best Equipped Plant West of New York State

S. B. HARTMAN, M. D., Proprietor

POULTRY DEPARTMENT
HARTMAN STOCK FARM

H. B. HARK, Manager

BREEDERS OF AMERICA'S BEST
BARRED PLYMOUTH ROCKS, BUFF, WHITE AND PARTRIDGE WYANDOTTES,
SINGLE-COMB WHITE LEGHORNS AND PEKIN DUCKS

Cyphers Incubator Company, Buffalo, N. Y.

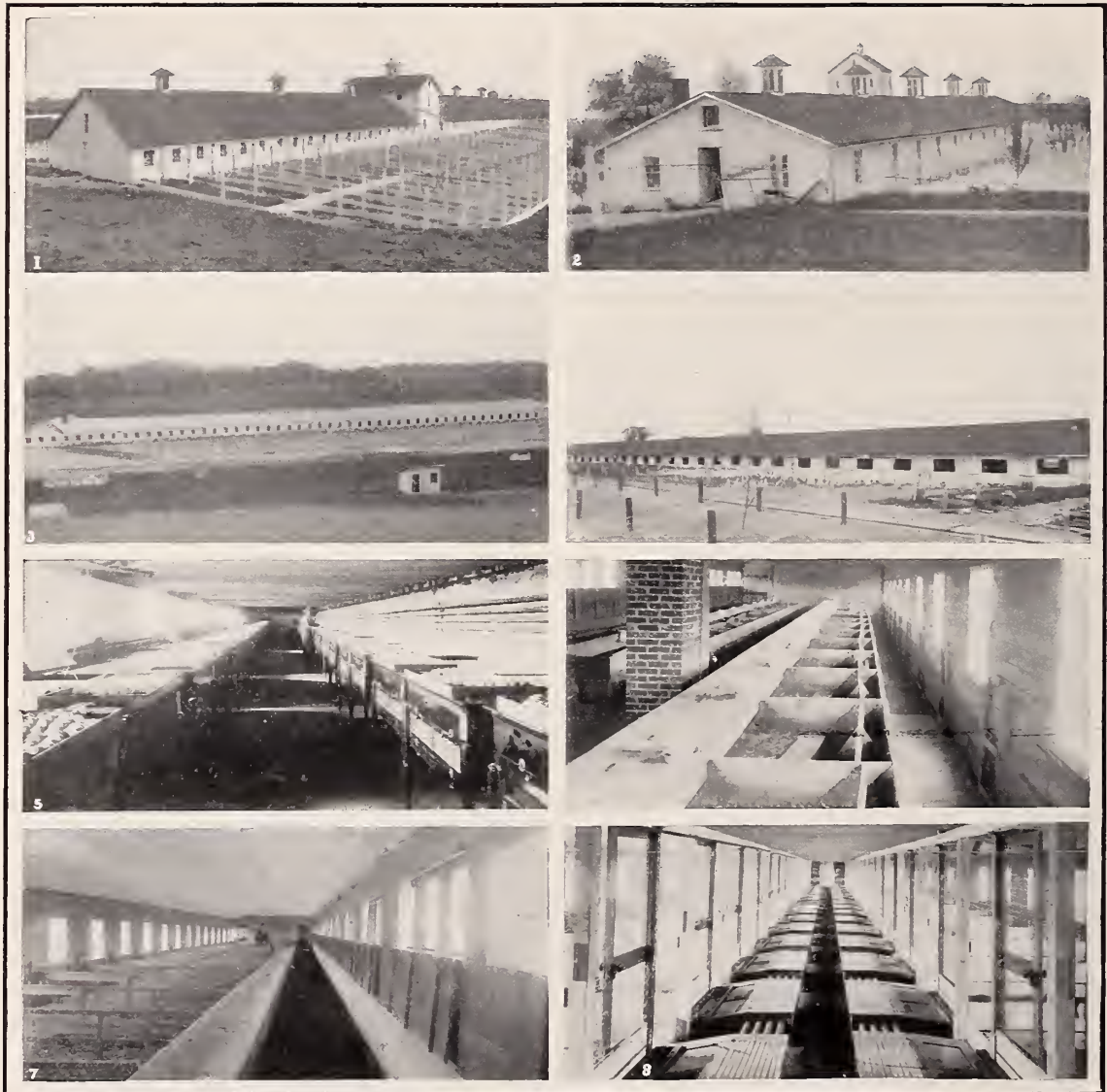
STATION C, Box 5CC, Columbus, Ohio, September 10, 1906.

After another year's experience with the Standard Cyphers Incubators I am pleased to be able to say that we have met with continued success. ***Our hatches this season were better than ever*** and my feeling towards Cyphers Incubators grows warmer and stronger each season.

Have personally operated Cyphers Incubators in large numbers ***during the last six years*** and can cheerfully recommend them as being ***superior to all others I have tried***, including several of the leading makes. I have found them to be self-regulating, self-ventilating, non-moisture machines. ***We are now using fifty-seven (57) of your largest-sized incubators***, including ten (10) of the ***latest-pattern***, equipped with nursery drawers and the improved system of ventilation. You are authorized to say that ***we recommend your make of incubators to be the best on the market***, in our judgment.

Very truly,

H. B. Hark.
Mgr



Views of Hartman Stock Farm, Columbus, Ohio.

1, Double Chicken Brooder House. 2, Double Breeding House. 3, Duck Brooder House. 4, Fattening Shed. 5, Incubator Cellar. 6, Nursery Room in Duck Brooder House. 7, Interior of Duck Brooder House. 8, Interior of Double Brooder House.

On the Famous Biltmore Farms
BILTMORE FARM POULTRY YARDS
 J. ROBERT LIVINGSTON, Superintendent.

300-ACRE POULTRY DEPARTMENT
 36 BREEDING HOUSES
 72 BREEDING PENS. YARDS, 50 x 100
 30 ACRES FREE RANGE FOR YOUNG STOCK
 Please address all letters to the
 "Biltmore Poultry Yards."

WHITE P. ROCKS, BARRED P. ROCKS
 WHITE AND GOLDEN WYANDOTTES
 LT. BRAHMAS, BUFF COCHINS
 MAMMOTH BRONZE TURKEYS
 WHITE HOLLAND, WILD TURKEYS
 TOULOUSE GEESE, PEKIN DUCKS

Cyphers Incubator Company, Buffalo, N. Y.

Biltmore, N. C., August 10, 1906.

Your inquiry as to how your incubators have worked the last season in our hands is received and I gladly answer, **to our perfect satisfaction.** Allow me to take the liberty of complimenting you on the **great conveniences you have added** in the latest-pattern of your Standard machines. A verbal or written description will not do these improvements justice; **these machines, with the added conveniences,** must be used by practical poultrymen to be held at their true value.

We believe you have without doubt the best incubator made. and with all of them running at one time there would not be more than $1\frac{1}{4}$ degree variation in the twenty-one (21), **regardless of adverse conditions.** The chicks hatched in them come from the eggs **large, strong and healthy.**

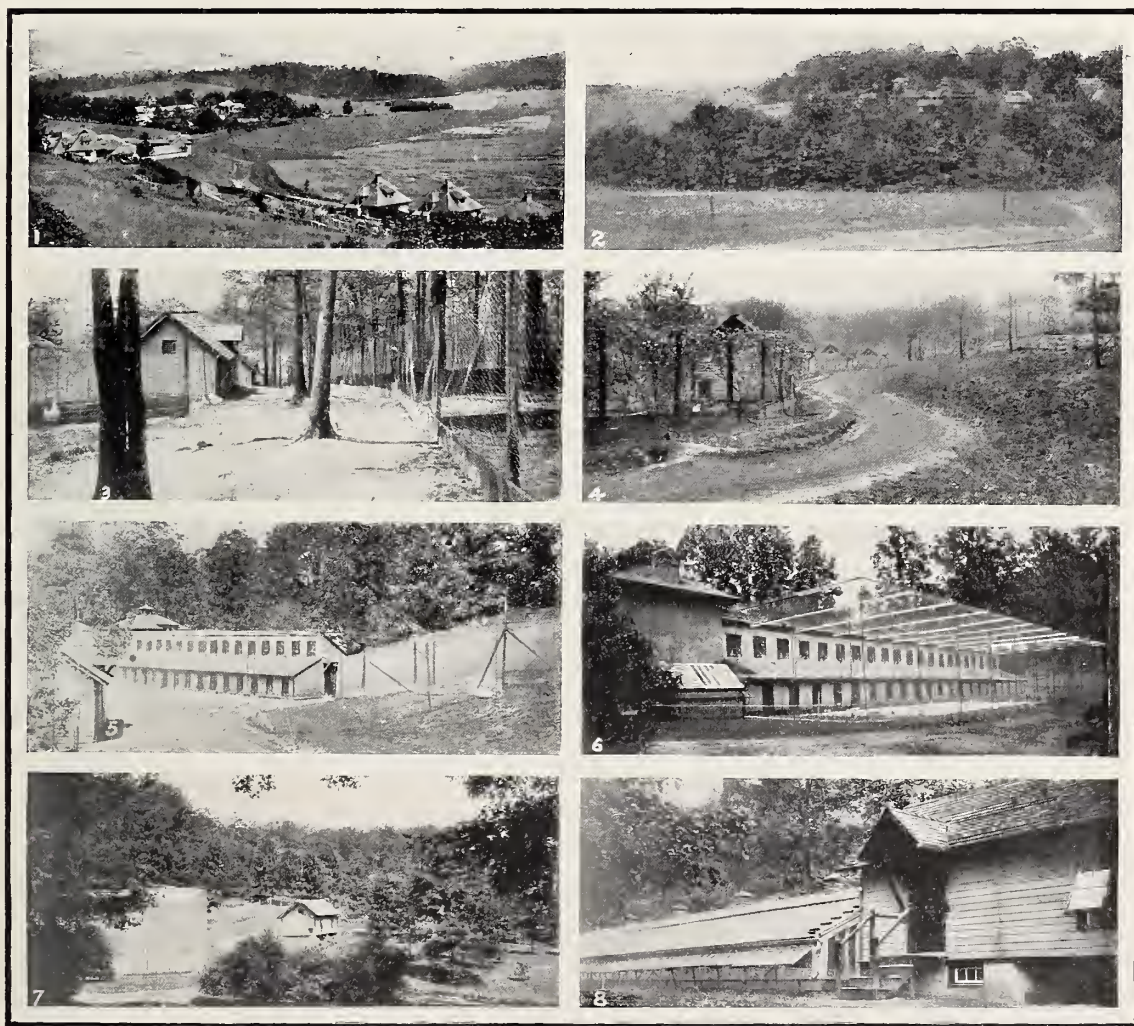
Very cordially,

BILTMORE POULTRY YARDS,

We have twenty-one (21) of them in use

J. Robert Livingston

Supt.



Photographic Views of Biltmore Farm Poultry Yards, Biltmore, N. C.

Highest Percentage Ever Averaged

WOODS LANE POULTRY FARM

DUCKLINGS AND EGGS FOR MARKET

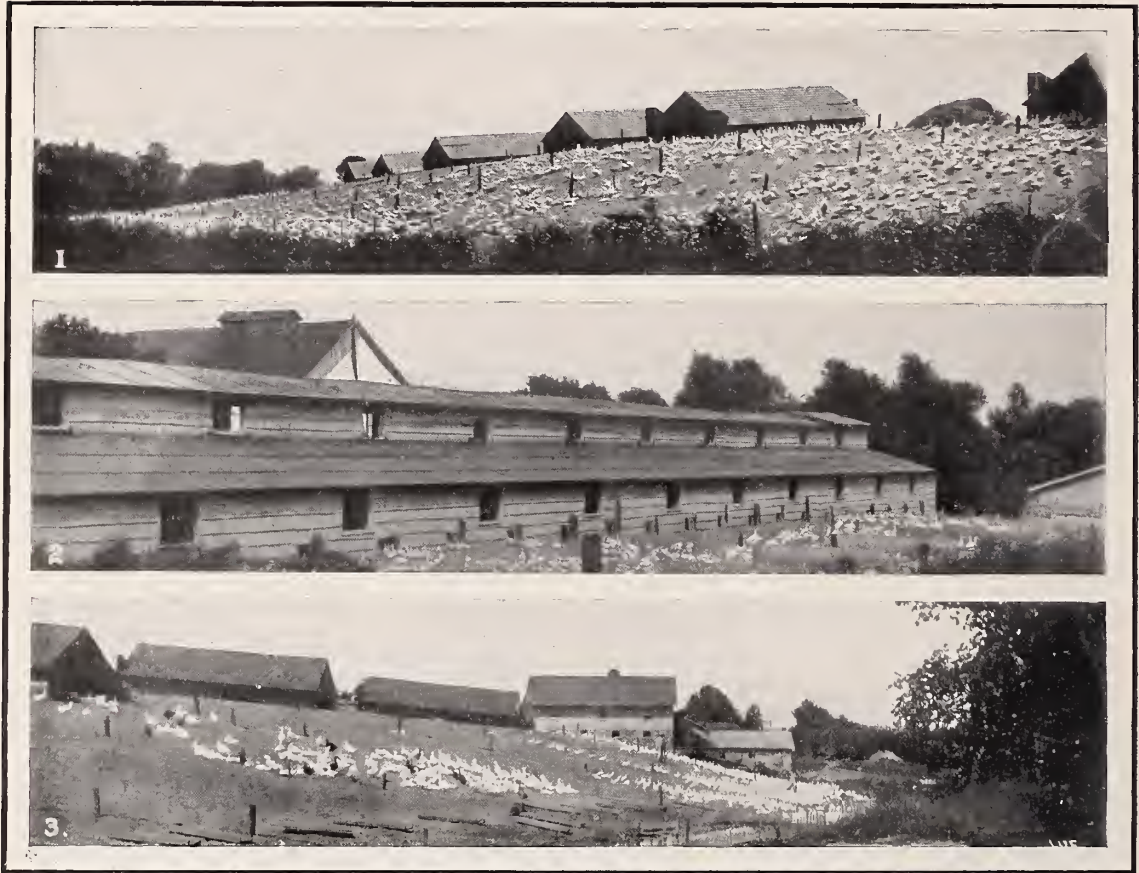
Cyphers Incubator Company, Buffalo, N. Y.

Leaman Place, Pa., October 10, 1906.

I take pleasure in stating that **the sixty-five (65) 1906-Pattern Standard Cyphers Incubators** used by me during the past season **have given entire satisfaction.** The hatches all through have averaged a **higher percentage than I ever obtained before** from any style or make of incubator. Wishing you continued success, I remain,

Yours very truly,

GEO. M. WOODS.



Views of Woods Lane Poultry Farm, Leaman Place, Pa.

1, Fattening Sheds and Yards, with 6,000 Ducks. 2, 125-ft. Double Brooding House. 3, Incubator House, Feed Room, and Picking House.

"Discarded Them All for Standard Cyphers"

FOSTERCROFT POULTRY YARDS

CHAS. E. FOSTER, Prop.

BARRED AND WHITE PLYMOUTH ROCKS

WHITE WYANDOTTES

Cyphers Incubator Company, Buffalo, N. Y.

Danvers, Mass., August 4, 1906.

Having used one of **your 1906-Pattern Standard Cyphers Incubators**, am in a position to say that **the improvements are certainly excellent.** I am operating five (5) of your Standard Cyphers Incubators and have had very satisfactory hatches.

After trying several other makes of machines during the last eight years, I have **discarded them all for the Standard Cyphers**, and have found them to be non-moisture and self-ventilating, as claimed. **I do not think that I ever had a poor hatch** with your incubators and I can freely recommend them to all my friends in the poultry craft.

Yours truly,

CHAS. E. FOSTER.

"The Best Incubator Ever Produced"

THE OWEN FARMS

WM. BARRY OWEN, Proprietor.

MAURICE F. DELANO, Manager.

Orpingtons: S. C. Buffs, S. C. Blacks, S. C. Whites, S. C. Jubilees; White Plymouth Rocks, Barred Plymouth Rocks, Buff Plymouth Rocks; White Wyandottes. Winners of 30 ribbons, Madison Square Garden, New York, including nine firsts, January, 1905.

Cyphers Incubator Company, Buffalo, N. Y.

Vineyard Haven, Mass., September 4, 1906.

It gives us great pleasure to state that **the hatches from our new-pattern Standard Cyphers Incubators during last season were satisfactory indeed**, and simply confirmed our opinion formed during eight years' experience with your machines that **they are the best incubators ever produced**.

We now have ten (10) new-pattern Standard Cyphers, 390-egg size, and seven (7) 240-egg size. We run them in three lots in order to have one hatch come off approximately every eight days. We started our incubator cellar going early **last January** and **ran the machines five hatches each**, the last hatch coming off May 25th.

Several months ago we sent you a report of **our early hatches** and believe they have never been equaled for a like number of eggs at that time of year—during January and February—in this latitude. **We consider your latest pattern Standard Cyphers a perfect, up-to-date incubator.**

Very truly yours,

OWEN FARMS, by

Mr. Owen has established at Vineyard Haven what promises to be, when completed, the largest and best-equipped combination poultry plant in the world. It is being devoted to egg-farming, the production of soft-roasters, and the breeding of fancy, exhibition stock.

Maurice F. Delano.
Mgr



Views of Owen Farms, Vineyard Haven, Mass., Wm. Barry Owen, Proprietor.

"We Have Proved to Our Complete Satisfaction"

WEBER BROTHERS
 Breeders of IMPERIAL PEKIN DUCKS
 Annual Capacity, 45,000

Cyphers Incubator Co., Buffalo, N. Y.

Wrentham, Mass., Oct. 10, 1905.

It gives us the greatest pleasure to testify in regard to the superior hatching qualities of *your latest pattern incubator*. In our long experience in the poultry business we have had the opportunity to try and experiment with every well-known make of machine on the market, and we have proved to our complete satisfaction that for reliability, uniformity of temperature, simplicity of action and ease of operation, *the latest Standard Cyphers Incubator has no equal in the market to-day*; we hope in the near future to have a capacity of 100,000 eggs and no other incubator on the plant but the 1906-pattern Standard Cyphers.

Very truly,

The Messrs. Weber Bros. are past masters at the art of growing ducks. With 300 layers they are able to market 24,000 ten-weeks-old ducklings. A barrel of their product will be found to contain eight to ten fewer ducklings than the average, owing to superior size and plumpness. In short, they "know their business" from start to finish.

Weber Bros



Views of Weber Bros.' 100-Acre Duck Ranch, Pondville, Mass.: 1, Nursery Brooder House 2, Cool Brooder House. 3 and 4, General Views. 5, Fattening Sheds. 6, The Finished Product.

"Best Incubator We Have Ever Used"

EUREKA POULTRY FARM

HENRY VAN DRESER, Proprietor, Cobleskill, N. Y.

SINGLE-COMB WHITE LEGHORNS EXCLUSIVELY

Selected and Bred Especially for Superior Egg Production.

Eggs for Hatching and Birds for Sale.

Cyphers Incubator Company, Buffalo, N. Y.

Cobleskill, N. Y., August 8, 1906.

Your latest-pattern incubators, with the new appliances **are the best hatching machines on the market.** They worked better this last season than the older style machines and we were able to hatch **more chicks than ever before**, and at a good deal less expense for oil.

I feel I honor my own judgment, and only give such credit as justly belongs to you, when I say that **your incubator is without doubt the best machine on the market today.** I have used the Cyphers alongside of other makes, only to think more of it as a result. All told, we consider the latest-pattern machine as near perfect as human ingenuity can make it.

Very truly yours,

Henry Van Dreser.

Mr. Van Dreser is an acknowledged authority in practical poultry matters. As a result, his time and talents are in demand for delivering lectures at Farmers' Institutes and before other similar organizations in the United States and Canada. He tried other well-known makes of incubators before testing the Cyphers. Up to the time he tried the Cyphers he thought the other makes were first rate. Now he believes in and recommends the Cyphers as "the best."



Views of Eureka Poultry Farm. One of America's Largest Egg Farms, Value of Annual Output \$10,000 and Upwards.
 1, Residence. 2, Office. 3, Long Laying House. 4, Interior of Laying House. 5, Colony and Brooding Houses in Orchard.
 6, Colony Brooder House. 7, Shipping Eggs. 8, Display of the Farm Products.

Latest Pattern "Based on Scientific Principles"

STUDEBAKER MODEL POULTRY AND EGG PLANT

Cyphers Incubator Company, Buffalo, N. Y.

South Bend, Ind., October 7, 1905.

Your new-pattern incubator came all O. K. and I have given it a thorough trial. I find it all you claim for it and more. I have used incubators for the past twenty-four years, and **after testing many different kinds** I can conscientiously say, so far the "Cyphers" is far ahead of them all. Any twelve-year-old child of ordinary intelligence can operate it successfully by simply following directions.

Based as it is on scientific principles, perfect ventilation, ease of operation, and accurate adjustment of regulator apparatus, I cannot see where there is room for further improvement, and I would say, further, that **of the many so-called "non-moisture" machines** this is the only one which I have so far seen **where I have not been compelled** to use artificial moisture at some stage of the hatch.

We are now using seven (7) Cyphers Incubators, and intend to increase the number soon.

Yours truly,

STUDEBAKER MODEL POULTRY AND EGG PLANT.



Photographic Views of Studebaker Model Poultry and Egg Plant, South Bend, Ind.

Using 100 of Latest-Pattern, Largest Size

STOUFFER POULTRY FARM

Pekin Duck Eggs at Wholesale for Hatching (Incorporated)
DUCKLINGS AND BROILERS

Watercress-fed Ducks our Specialty
Capacity, 100,000 Annually

Cyphers Incubator Company, Buffalo, N. Y.

Harrisburg, Pa., September 10, 1906.

Am glad to be able to report **the largest season's hatching we have ever had.** We have straight one hundred (100) No. 3 Standard Cyphers Incubators—**all of the latest-pattern.** We repeatedly hatched in the neighborhood of 90 per cent. of the fertile eggs and **for the entire season** averaged a little better than ten (10) per cent. **more ducklings than during any other season,** which was a big item for us, **as we hatched 102,359 this season.**

Before adopting Cyphers Incubators exclusively we carefully tested them in competition with other machines and **I personally believe them to be the best incubators on the market today**—and we **have tried all of the well-known makes.**

Yours very truly,

C. A. STOUFFER



STOUFFER POULTRY FARM
HARRISBURG, PA.
AMERICA'S GREATEST DUCK RANCH
AND BROILER PLANT.
CAPACITY 100,000 ANNUALLY
C.A. STOUFFER, MGR.



Your Incubators and Brooders "The Best in Existence"

GEN. E. A. McALPIN, PROPRIETOR

BLUE RIBBON POULTRY

F. W. COREY, MANAGER

IS BRED ON

ROCK HILL POULTRY FARM

WHITE AND SILVER PENCILED PLYMOUTH ROCKS

WHITE AND PARTRIDGE WYANDOTTES

Cyphers Incubator Company, Buffalo, N. Y.

WHITE LEGHORNS

BUFF COCHIN BANTAMS

Ossining, N. Y., September 5, 1906.

I have been using your incubators and brooders as well as your supplies for the past eight years, and I have always been well satisfied. After carefully comparing your machines with others I have used, I do not hesitate to say that I consider the Cyphers Incubator Company's latest types of incubators and brooders the best in existence.

Another matter of importance: I have invariably found the officers and employees of this company painstaking and obliging and I therefore heartily recommend them to all poultrymen.

Yours very truly,

ROCK HILL POULTRY FARM,

F. W. Corey, Mgr.



Views of Rock Hill Poultry Farm, Ossining, N. Y.

1. Main Breeding House. 2. Cockerel House at the right and Breeding House at the left. 3. Breeding House. 4. Main Breeding House. 5. Fitting House, Feed Room and Breeding House. 6. Breeding House.

Cyphers Incubators on Long Island

FERNBROOK FARM

WILLIAM BONNER, Prop.

IMPERIAL PEKIN DUCKS FOR MARKET

Cyphers Incubator Company, Buffalo, N. Y.

Rockville Centre, L. I., N. Y., July 11, 1906.

As I have now run the 1906-pattern Cyphers Incubators *through the height of the season*, it gives me great pleasure to be able to report that I have had **exceptionally good hatches** throughout the time your incubators were in use. As you are aware I discarded twenty-three ——— incubators and **substituted twenty-five of the 1906-pattern Cyphers** therefor. The hatches have averaged about 200 ducks to the incubator and **the ducklings are the brightest, healthiest little fellows that have been hatched on the place.**

In this connection it might be interesting for you to know that when I first started in the duck business four years ago, I secured an old style Cyphers No. 3 incubator, in which on the first hatch I got 80 per cent. and in the second hatch 75 per cent. of all the eggs put into the machine and **had a total death rate of only 5 per cent. on the 431 ducks turned out by the two hatches.**

However, as I found that most all the large duck raisers at the east end of the island were using ——— machines, I concluded that they must necessarily have been tried down there and found to be better than the Cyphers Incubators, **but, after this season's work, I am convinced that somebody was mistaken.** At any rate with but a **slightly increased incubating capacity I have hatched two and one-half times as many ducks in your incubators as in the** ———. Therefore with the fullest appreciation of the results achieved, it is that I send you in this statement which you are at liberty to use in any way you choose.

Yours very truly,

Wm. Bonner



Views of Fernbrook Farm, Rockville Centre, L. I., N. Y.

1, Incubator Cellar. 2, Imported Japanese Ducks. 3, Fattening Sheds. 4, Group of Young Ducks.

"Very Reliable and Easy to Manage"

Chick Feed
Poultry Fountains
Brooder Heaters
and all kinds of
Poultry Supplies

SUNNY SIDE POULTRY FARM

CHARLES IDEN, Prop.

Little Chicks
One Day Old
Shipped in Light
Crates to all Parts
of United States

Cyphers Incubator Company, Buffalo, N. Y.

Cromwell, Ind., November 7, 1906.

I am glad to be able to say **I have used your incubators very successfully** during the past season. I have nine (9) of your **1906-pattern**, 240-egg capacity machines and two (2) of your 1905-pattern incubators. I have found the Cyphers to be non-moisture and self-ventilating, as claimed. In other words, I have found it to be **exactly as represented** and to do the work required of a first-class incubator. **I like your 1906-pattern machine so well that I have given my order for four more of the 390-egg size.**

During last season I hatched out 6,000 chickens with the above eleven machines. I consider your make of incubator **very reliable and easy to manage.**

Yours truly, H. B. ESTES.

"Tested Them With Five Other Makes"

DAVID BEIDLER, Proprietor

EMMA B. POULTRY FARM

S. E. LANE, Superintendent

WHITE WYANDOTTES AND SINGLE-COMB WHITE LEGHORNS

Bred for Heavy Laying

Eggs for hatching in hundred or thousand lots (a good hatch guaranteed)

Cyphers Incubator Company, Buffalo, N. Y.

Gurnee, Lake Co., Ill., August 14, 1906.

The results obtained from the use of your incubators **proved to be so much more satisfactory** than those obtained **from five other makes** operated on this farm that **we are now using your incubators exclusively**. As you know, we have increased our capacity from sixteen (16) of your 390-egg machines to thirty-two (32).

The latest-improved Standard machine I got of you I ran from the first of February to May, 1906, **without allowing the lamp to go out once**, and from this one machine have at present a flock of over 700 chicks, which I think is good work **for one machine to do**. My present flock of 1,408 White Wyandottes were all hatched in your machines and a more uniform lot of youngsters will be hard to find.

Have used Cyphers Incubators eight or nine years **and during all that time have not used any moisture in any shape or form**. It is merely a case of putting the eggs on the trays, adjusting the regulator and the incubator will do the rest. I do not think there could be a more successful and trustworthy regulator. Time and time again I have run off hatches without even thinking about adjusting the regulator a second time **and it would not vary a degree**.

Chicago, with its population of more than 2,000,000, is second only to Greater New York as a poultry-consuming center. Chicago prices for prime market poultry and strictly-fresh eggs are steadily increasing.

Yours truly,

EMMA B. POULTRY FARM,
S. E. Lane, Supt.



Views of Emma B. Egg and Broiler Farm, Gurnee, Ill.

1, General View. 2, Breeding Pens. 3, Incubator Cellars. 4, Brooder House, with Cyphers Brooders. 5, Chicks in Cyphers Colony Houses. 6, Fancy Water Fowl.

"Operating 74 Standard Cyphers"

D. H. MENOUGH.

J. D. BURN.

R. A. WALKER.

OXFORD POULTRY FARM

B. E. TERWILLEGER, Superintendent

IMPERIAL PEKIN DUCKS A SPECIALTY

Eggs and Stock in Season

Capacity 50,000 Ducks

Cyphers Incubator Company, Buffalo, N. Y.

Oxford, Pa., September 3, 1906.

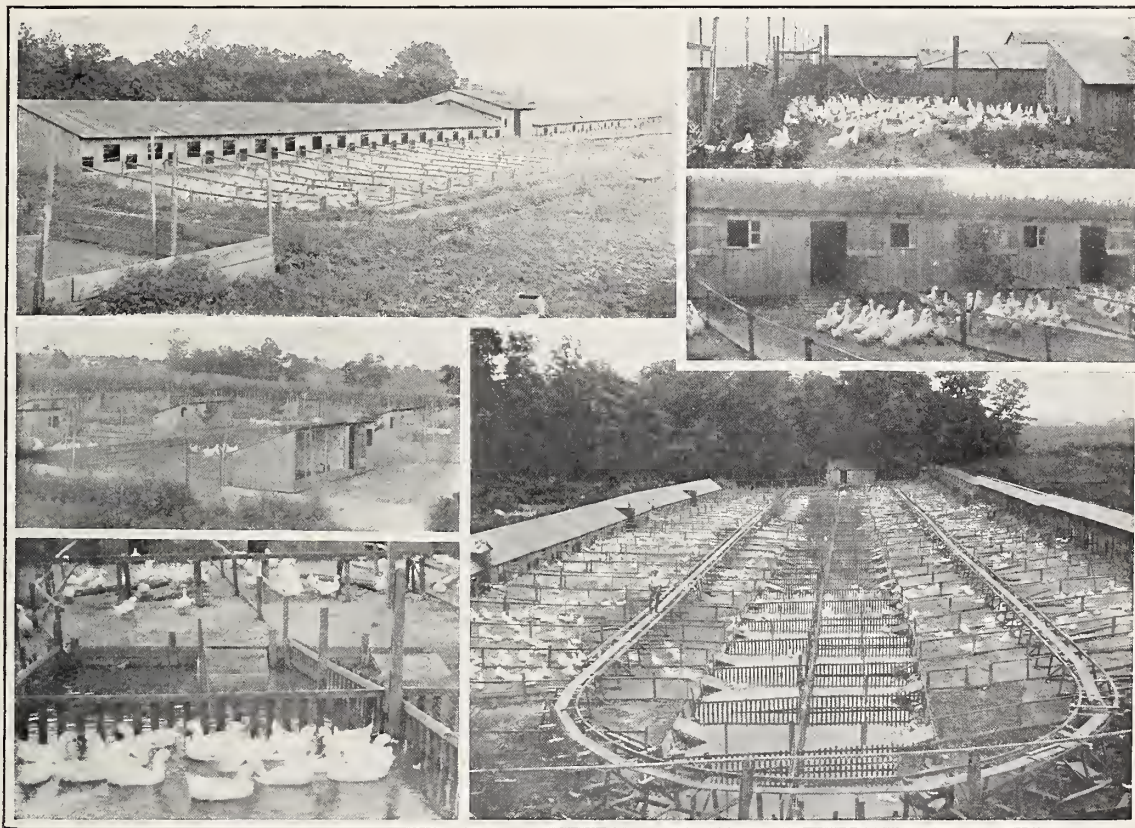
We continue to have the same high opinion of the Cyphers Incubators as heretofore. Our experience with them **dates back about nine years** and during that time we have always found them to perform the work satisfactorily.

At present **we are operating seventy-four (74)** of your Standard No. 3 machines. Some of them have been in successful operation **more than eight years** and **still do uniformly good work**. These facts are the best evidence we can offer regarding our high opinion of your make of incubators. **Simplicity in handling**, together with other good qualities make them **the most desirable incubators on the market today**.

Yours truly,

These 74 No. 3 Cyphers Incubators have a capacity of 21,460 duck eggs (290 per machine) every 28 days, or 26,640 hen eggs (360 per machine) every 21 days. This means "gathering eggs by the basketful."

Oxford Poultry Farm.



Photographic Views of the Oxford Poultry Farm, Oxford, Pa.

"In Every Respect as Represented"

MILL RUN POULTRY FARM

Cyphers Incubator Company, Buffalo, N. Y.

Philadelphia, Pa., September 15, 1906.

We are pleased to say that the eight (8) machines of your make we bought of your Philadelphia agents, for the Mill Run Poultry Farm, Abington, Hartford Co., Md., **are in every respect as you have represented them**. They are non-moisture, self-regulating, etc., and the regulator is **as true as the needle to the pole**. We are pleased to go on record **as being satisfied** with your make of incubators.

Very respectfully,

MILL RUN POULTRY FARM,

THOS. T. HORNEY, President.

"Practically Gave Away" Other Makes

B. C. Fincke, Prop.

B. C. Thornton, Mgr.

SHORT HILLS POULTRY FARM

BREEDERS OF ALL VARIETIES OF

THOROUGHBRED GAME BANTAMS AND S. C. WHITE LEGHORNS

Stock for Breeding

Eggs for Hatching

Incubator Chicks

Cyphers Incubator Company, Buffalo, N. Y.

Short Hills, N. J., October 9, 1906.

We consider that although ***we practically gave away our old stock of incubators***, which included a majority of the ***best known makes in America***, we are money in pocket as a result of installing ten (10) No. 3 machines we bought from you last year.

The regulation of the Standard Cyphers Incubators is perfect. ***With your machines we have hatched more and stronger chicks from the fertile eggs*** than with any other machine we ever tried. We have operated your machines under conditions where the temperature in the room was away ***below the freezing point***, also in a temperature of ***nearly ninety degrees***, and under both conditions the machines have done their work beautifully. I cannot compliment you too highly on the ***excellence of construction*** and on the work of these machines generally.

Your hot-water brooding system, like your incubators, ***is also very efficient in operation*** and will raise chicks to maturity better than any other brooding device we have tried. At any time you care to send interested persons here to inspect our plant we shall be glad to show them around. ***You may use this letter as you see fit.***

Yours very truly,

SHORT HILLS POULTRY FARM.

B. C. Fincke



Views of Short Hills Poultry Farm, Short Hills, N. J.

1, General View of Plant. 2, View of Brooder House and some Colony Houses. 3, Incubator Cellar. 4, Two Breeding Houses.

"Hatched 12,114 Ducklings"

EVERGREEN POULTRY FARM

PEKIN DUCKS

EGGS AND STOCK FOR SALE

Glassboro, N. J., August 29, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We have had a very successful season this year in the duck business, as far as numbers hatched and sold are concerned, but as you know the prices ranged low. Nevertheless, we are making preparations for next season with slightly increased capacity. As to the work done for us by your make of incubator, **it has been fine.** Beginning with our first setting, which was started December 4, 1905, and ending with our last lot, which was started July 14, 1906, we set 23,729 eggs all told and hatched 12,114 ducklings. The highest average hatch was 90 per cent. of all eggs set. **Twenty-five settings gave us 80 per cent. and over,** and twenty-six settings 70 per cent. and over.

The ducklings were all strong and hearty and came from the machines ready to go right off in a thriving manner. Our loss from disease was not over five per cent. **One of our 1906-pattern No. 3 machines gave us 196, 210 and 230 ducklings from three successive hatches.** We think this speaks more for the machine than anything else we could say. We see nothing in these machines that could be improved upon. They are handy to operate and manage, especially since the improvement made in the form of nursery drawers.

Yours truly,

E. H. PROUD.



48 HOURS OLD



10 DAYS OLD



MR. RANKIN'S FIRST DUCK HOUSE



3 WEEKS OLD




4 WEEKS OLD



MR. JAMES RANKIN



PEKIN DUCKS
ENROUTE TO MARKET



6 WEEKS OLD

MONARCH INCUBATOR
JAMES RANKIN
 PROPRIETOR

South Easton, Mass., Sept. 4, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We have used your incubators the past season and **have found them to be all that you represent.** Having been a manufacturer of incubators myself and always in strong public competition with many of the leading machines, **I have no hesitation in saying that I consider the Standard Cyphers Incubator, latest-pattern, the leading machine on the market today.** The regulation is simply perfection.

Wishing you all success, I remain, Yours truly,

J. Rankin

World's Largest Single-Variety Fancy Fowl and Egg Farm

WHITE LEGHORN POULTRY YARDS

Cyphers Incubator Company, Buffalo, N. Y.

Waterville, N. Y. September 1, 1906.

For several years past it has been our pleasure to testify to the **superior merits of the Cyphers Incubators**. At the close of another successful season we can only **repeat and emphasize** our former statements. As you are aware the Cyphers Incubators we are operating have a capacity exceeding 5,000 eggs at one time. During this season the machines have been **handled by many different operators**, by the men employed regularly upon our plant, as well as **by resident students of the Columbia School of Poultry Culture** gaining practical experience here. On the average, **the hatches were decidedly satisfactory**. In some cases individual machines have given 75 per cent. of **all eggs put into them**. We find that chicks hatched in your machines **are strong and finely developed**.

We can honestly say that **your incubators have been entirely satisfactory**. The heating, ventilating and regulating arrangements **have worked perfectly during the whole season**. The Cyphers Incubators are **well built, easy to operate and perfect hatches**.

Very truly yours,

The White Leghorn Poultry Yards is considered to be the largest poultry plant in the world devoted to the production of one variety of fowls. Students of the Columbia School of Poultry Culture, Waterville, N. Y., have the privilege of coming to this plant to gain practical instruction in up-to-date methods of poultry culture.

White Leghorn Poultry Yards Co.



Photographic Views of White Leghorn Poultry Yards, Waterville, N. Y. Accommodations for 5,000 Layers—All White Leghorns.

Twentieth Century Fresh-Air Poultry Plant

Norwell, Mass., September 15, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



The Tolman Fresh-Air House

It gives me pleasure to say that **I like the Standard Cyphers Incubator best**, because we get **the best hatches** from it and **the best chicks** after they are hatched, which means a great deal **if you expect them to live in the brooders**. The improved arrangement for supplying the chicks with **fresh air** after they are hatched is **excellent**. You will find, as I have, that this is the most essential point in the business. I most heartily endorse the Standard Cyphers Incubator.

Yours very truly,

JOSEPH TOLMAN.

Using Thirty-Six (36) of Latest-Pattern

BEECHDALE DUCK FARM

O. D. BRUBAKER

EGGS FOR HATCHING IN SEASON

BREEDER AND SHIPPER OF PEKIN DUCKS

Bird-in-Hand, Lanc. Co., Pa., July 20, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I have used during this season thirty-six (36) of your latest-pattern incubators, equipped with drop-bottoms, nursery drawers and new thermostats and have ***found great satisfaction in the use of such safe and reliable machines***. We have had experience with other makes that resulted in disappointment. I find the Standard Cyphers easy to handle, self-regulating and keeping a uniform temperature. As a result, these incubators ***hatch ducks that are bound to live*** if given half a chance. The nursery drawers are a great help in moving ducklings from machines to brooders.

As incubation plays an important part in the success of a plant like ours it is a source of satisfaction to us that we have in use your latest-pattern machines—incubators that we heartily recommend.

Very truly yours,

O. D. Brubaker.



Views of Beechdale Duck Farm, Bird-in-Hand, Pa.

1, Brooder House. 2, Breeding Pens. 3, Fattening Pens. 4, Orchard Runs.

"Uniformly Large Hatches of Large, Vigorous Chicks"

THE MAPLEWOOD POULTRY FARM

Farm at Ridgewood Road and
Milburn Ave., Maplewood, N. J.

Poultry and Eggs

Incubator Eggs

S. C. White Leghorns
Barred Rocks

Incubator Chicks A Specialty

Cyphers Incubator Company, Buffalo, N. Y.

Milburn, N. J., August 22, 1906.

After a test extending over three seasons we are still **very much in favor of the Standard Cyphers Incubators**. They are business machines and hatch if there is anything to hatch.

Your latest-pattern with the drop-bottom and nursery drawers is a long stride in the direction of absolutely automatic control and ease in handling. Our fifteen (15) machines have proved themselves altogether reliable and **the only change we contemplate** is the buying of **more machines just like them**. They have been used by us in almost every temperature, both in house rooms and cellars, and **we never have used any method of moistening the air**, yet have obtained uniformly large hatches of strong, vigorous chicks. Your incubators have given us complete satisfaction, and we always take pleasure in recommending them to our friends.

Yours very truly,

MAPLEWOOD POULTRY FARM,

Henry M. Reere



Photographic Views of Maplewood Poultry Farm, Milburn, N. J.

"Full Equipment of 30 Large-Size Cyphers"

SCHMIDT POULTRY FARM

S. C. WHITE LEGHORNS, WHITE WYANDOTTES, PEKIN DUCKS

High-Grade Eggs and Eggs for Hatching

ADOLPH SCHMIDT, Proprietor.

BYRON PATTERSON, Manager.

Philadelphia Office,

349 North Second Street.

Cyphers Incubator Company, Buffalo, N. Y.

Sewell, N. J., September 11, 1906.

In our opinion your **latest-pattern Standard Cyphers Incubator** is a truly wonderful hatching machine. It has done for us very satisfactory work indeed and **you have certainly made big improvements in it over the old-style.** We recognize the efficiency of your latest-pattern as a labor-saver over the old machine; also the ease with which it may be adapted to varying conditions and locations. We were so well satisfied with incubators of your make that **we have discarded all other makes** and now have **a full equipment of thirty (30) large-size Cyphers.** We hatch a better quality of ducklings from the genuine Cyphers Incubators than from any of the other machines we have tested, including all leading makes.

Yours truly,

SCHMIDT POULTRY FARM,

Byron Patterson
managing



Views of Schmidt Poultry Farm, Sewell, N. J.

"We Have Never Had a Poor Hatch"

ELMENDORF FARM

Cyphers Incubator Company, Buffalo, N. Y.

Lexington, Ky., October 26, 1906.

Referring to your letter of the 12 ultimo in regard to our experience with the use of Cyphers Incubators purchased from Messrs. Smith, Watkins & Co. of this city, I beg to say that **the six (6) Standard machines we have operated since April, 1905,** have given good results. They run evenly, **are perfect in regulation** and are self-ventilating, non-moisture machines. We have hatched in them very successfully, **chickens, ducks and quail.** We have never had a poor hatch. Have found the incubators reliable and are glad to recommend them to any one desiring a strictly first-class machine.

Yours truly,

C. H. BERRYMAN.

"Recently Disposed of All Other Makes"

**GEDNEY FARM POULTRY
YARDS**

FRANK W. GAYLOR, MGR.

Telephone 256-L.

S. C. BUFF ORPINGTONS
WHITE WYANDOTTIES

S. C. BLACK MINORCAS
C. INDIAN GAMES

OUR WINNINGS ON S. C. BUFF ORPINGTONS

AT MADISON SQUARE GARDEN, JANUARY 2-6, 1906

First and American Orpington Club Special Ribbon on Pen, 14 pens competing. Third on Pullet.

AT ALBANY, N. Y., JANUARY 10-13, 1906

1st, 2d and 3d Cock. 1st, 2d and 3d Hen. 1st, 2d and 3d Cockerel. 1st, 2d and 3d Pullet. 1st and 2d Pen. 64 Buff Orpingtons competing.

COUNTRY GENTLEMAN'S SILVER CUP for best display all varieties competing. We won 57 points out of a possible 60 for this trophy. Also seven other specials, 26 ribbons on 18 entries.

On Cornish Indian Games we won 2d Cock, 2d and 3d Hen, 1st, 2d and 3d Cockerel, 1st, 2d and 3d Pullet at the same show.

Our Black Minorcas are bred for egg production only.

Cyphers Incubator Company, Buffalo, N. Y.

White Plains, N. Y., October 1, 1906.

You asked for my opinion of the Standard Cyphers Incubators. I do not know how to express myself by word any more strongly than I have by deed. ***The fact that we have recently disposed of all other makes of incubators at quite a sacrifice and have handed you our order for eight (8) more Standard Cyphers Incubators, expresses our estimation of your machines in pretty strong terms.***

I will add, however, that ***I consider the Standard Cyphers Incubator in a class by itself.*** As a non-moisture machine it has no equal. It is ***the*** incubator for the novice, especially as the moisture question has been solved by the inventor. And if it is the machine for the novice it certainly must be for the expert, and ***I take pleasure in recommending it to all that inquire*** of us as to which incubator to buy.

Wishing you the success that the very high merit of your machines entitles you to, we beg to remain,

Frank W. Gaylor.

GEDNEY FARM POULTRY YARDS,

MANAGER.



Views of Gedney Farm Poultry Yards, White Plains, N. Y.

1. Office, Nursery Brooder, Cool Brooder, Incubator Cellar and Sleeping Room. 2. Two Breeding Houses. 3. Cockerel House.
4. Duck House.

"Are All of the Latest-Pattern"

MARY S. FLEMING, Prop.

FEATHERED FAIRIES' FARMS

Cyphers Incubator Company, Buffalo, N. Y.

Steelmanville, N. J., September 14, 1906.

The twenty-five (25) Standard Cyphers Incubators, **1906-pattern**, which I have been using this season, **have given entire satisfaction** and I find many improvements over the old-style incubators of your make. My results this season have been **much better than ever before**, which certainly shows the improvements are of substantial value. I can safely recommend the Standard Cyphers Incubators because I have found them **the best on the market**, after having tested several different kinds. In convenience of operation, holding the temperature, and in percentage of eggs hatched, your machines **excel all other makes we have tried**. Yours is a non-moisture and self-ventilating incubator and the regulator is simple and entirely trustworthy.

Very respectfully,

MARY S. FLEMING,

Per CAPT. HENRY C. FLEMING.



Views of Mrs. Mary S. Fleming's Extensive Combination Poultry Plant, Steelmanville, N. J.

Cyphers Incubators "Hatch Strong, Healthy Chickens"

CASWELL, CURTIS & CO.
MEMBERS NEW YORK STOCK EXCHANGE
25 BROAD STREET, NEW YORK.

BRANCH OFFICE:
FORTY-SECOND STREET AT
MADISON AVENUE.

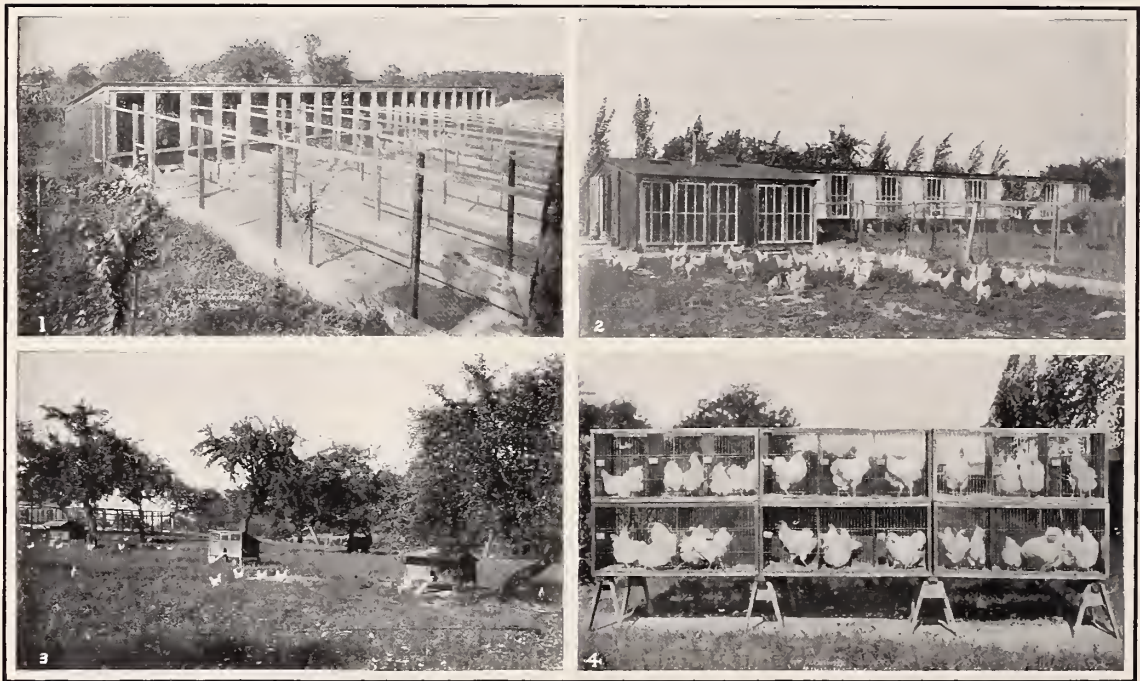
Cyphers Incubator Company, Buffalo, N. Y.

New York, N. Y. September 6, 1906.

I have used your incubators and brooders for the last four years with great success. The former are easy to operate, perfectly accurate in maintaining the temperature, and hatch strong, healthy chicks. I have run some of your incubators steadily for four successive seasons, and they are as good today as when I purchased them. I have used both your indoor and outdoor brooders in competition with those of other makers and have discarded all except the Cyphers as I obtained the best results from them. I do not hesitate to recommend not only your incubators, brooders and colony houses but also the quality of feed and all poultry supplies sold by you, and it gives me pleasure to add my endorsement to the other testimonials you already have.

Very truly yours,

Wm W. Caswell



Views of Willmount Farm, W. W. Caswell, Prop., Mamaroneck, N. Y.

1, Main Breeding House. 2, Small Nursery Brooder and Breeding House. 3, Cyphers Colony Houses.
4, Exhibition Stock Ready for Shows.

Used Five Different Makes of Incubators

Cyphers Incubator Company, Buffalo, N. Y.

Yuma, Arizona, August 10, 1906.

I have used five different makes of incubators and never had as good results as with the one I bought from Kloninger Bros., your Los Angeles agents, for use at my Yuma Ranch last winter. My first hatching was in last of February or March. I set 270 eggs and hatched out 243 chicks, with no cripples. These were from our own ranch stock and very fertile. Other settings were mixed with eggs shipped from a distance and not quite so fertile, but I had uniformly good results whether hatching duck or turkey eggs. I consider the new drop-bottom feature a valuable aid to regulation of temperature and moisture.

Respectfully yours,

W. H. BALLANCE.

“We Hatched This Spring 8,000 Chickens”

G. A. DREW, Manager

CONYERS MANOR

Greenwich, Conn., October 2, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Although we are somewhat new in the poultry world, I am glad to say a word for Cyphers Incubator Company products. Starting in on a modest scale, late in the season of 1905, with inexperienced labor, we have, with your help, developed an up-to-date poultry establishment, where **we hatched this spring 8,000 chickens**, more than 500 ducklings and several hundred turkeys, geese and pheasants. **We started in with other incubators besides yours**, but speedily **discarded the other makes**—for good reasons. We now have eleven (11) of your 1906-pattern, 390-egg size and two (2) of the older type Cyphers machines, 120-egg size, **and they have given as near perfect satisfaction as any machines could.**

Our brooder and breeding houses, built from plans and specifications provided by your New York manager, **have given complete satisfaction.** Prominent poultrymen have pronounced these buildings the most elaborate and **at the same time the most practical poultry houses** they have seen in their travels. We have used your poultry supplies in large quantities, and **the best testimonial we can give** is that we **shall continue to use them in still greater quantities** in the future. Mr. Arthur Crawford, our poultryman, joins with me in this expression of opinion.

Yours truly,

G. A. Drew



Views of Conyers Manor Poultry Plant, Greenwich, Conn.

1, Main Breeding House. 2, General View of Poultry Plant. 3, Combination Building, including Office, Refrigerator, Incubator Cellar, Food Storage Room, Apartments for Superintendent, 60 ft. Nursery Brooder and 75 ft. Cool Brooder. 4, Incubator Cellar.

Advises Everyone to Use the Genuine Cyphers

J. J. DEJONGE

ZEELAND POULTRY FARM

F. J. DEJONGE

BREEDERS OF

BARRED, BUFF AND WHITE ROCKS, WHITE AND BUFF WYANDOTTES, SINGLE-COMB, WHITE, BROWN AND BUFF LEGHORNS AND SINGLE AND ROSE-COMB RHODE ISLAND REDS

Stock and Eggs for sale. Satisfaction Guaranteed.

Cyphers Incubator Company, Buffalo, N. Y.

Zeeland, Mich., June 3, 1906.

We now have twelve (12) of your **Standard Cyphers Incubators** running in this hot weather. Sometimes the temperature in the room where the incubators are reaches as high as 99 degrees, and then again when the wind blows hard and it rains the temperature drops below 50 degrees, but **our Cyphers Incubators do not vary more than one-fourth of a degree.** I think this is the very best test you can give any incubator.

Your machines cost a trifle more at the start, but **are worth ten times this small amount**, because the hatches never result in failures, as so many other machines we have tried have done. From every one of the Cyphers machines we have filled with eggs, we **have received good hatches** and we wish that everyone who is looking for a good hatcher would try **the genuine Cyphers.**

Very truly yours,

ZEELAND POULTRY FARM.

"Hatches Like These Spell Profit"

Cyphers Incubator Company, Buffalo, N. Y.

Saugus, Mass., August 13, 1906.

As we are through hatching for the season we will let you know *how our twenty-four (24) 1906-Pattern Standard Cyphers Incubators hatched for us this year*, compared with the hatches we made with seventeen machines *of another make* last year. This year we started to hatch in December and our hatches ranged from 80 to 86 per cent. (fertile eggs) through January, hatching from 204 to 210 to a machine. Through February, March and April the hatches ranged from 85 to 90 per cent. Our eggs have not tested over 80 per cent. fertile this year.

Our buildings and machines have been full all the season.

We have shipped 10,000 ducklings so far this season and at the close we will have shipped about 20,000. *We have hatched with your machines from 210 to 250 on an average*, where last year we hatched from another make 150 to 160 on an average (and one hatch 205) to a machine.

We find the drop-bottom very handy to keep the temperature right in hot weather and a *very easy way to clean out the machines*. Your nursery drawers are fine to hold the ducklings until the hatch is out, giving so much chance for fresh air.

Yours truly,

ROBINSON DUCK & POULTRY CO.



Robinson Duck and Poultry Company's Plant, Saugus, Mass.

Is Using Six Cyphers—Will Buy More

MIDWAY POULTRY YARDS CO.

W. E. STORK, Mgr.

S. C. White Leghorns Exclusively—the Great Layers

Cockerels and Eggs for Sale

Cyphers Incubator Company, Buffalo, N. Y.

St. Paul, Minn., October 1, 1906.

It is with the greatest pleasure that I speak a good word for the Cyphers Incubators, for *I am using them exclusively* and believe them to be *the best on the market*. If I did not think them the best I would not use them. I take pride in showing everyone who is interested through my incubator room.

I have *used the Cyphers for five years* and found it to be a non-moisture and self-ventilating incubator. The regulator works to perfection. I now have in use *six (6) of your machines* and when I purchase more they will be the Cyphers. They give me *good, strong chicks*. I am *also using your brooders and find them A-1*.

Yours truly,

W. E. STORK.

"To Which Fact I Attribute My Wonderful Success"

VAN PATTEN POULTRY YARDS

MANLIUS, N. Y.

NEAR SYRACUSE SUBURBAN TROLLEY

Cyphers Incubator Company, Buffalo, N. Y.

Manlius, N. Y., September 13, 1906.

I take pleasure in sending you, under separate cover, a few photographs of my poultry plant. You will observe that **I use nothing but your make of incubators to which fact I attribute my wonderful success** in producing the **strong, hardy White Wyandotte baby chicks** for which I received an unprecedented call last spring, selling them as fast as I could hatch them as day-old chicks at fifteen cents each.

My experience has been that although practical poultrymen may occasionally try some other machine **they eventually fall back upon the Standard Cyphers**, of which your 1906-pattern leads them all. I have used the older types and they work very nicely, but **the latest style is certainly a wonder**, the wick at the end of the hatch looking as though it had been burned only a few hours.

Yours truly,

Fred N. Van Patten



Photographic Views of Van Patten Poultry Yards, Manlius, N. Y.

"We Can and Do Recommend Cyphers Incubators"

GEO. W. R. SLOTHOUR, Prop.

WHITE LAKE DUCK FARM

GEO. L. SLOTHOUR, Mgr.

BREEDERS OF

THOROUGHbred IMPERIAL PEKIN DUCKS

STOCK AND EGGS FOR SALE IN SEASON

Cyphers Incubator Company, Buffalo, N. Y.

Kauffman, Pa., September 8, 1906.

We have been using your incubators the past four years and now have seven (7) of your No. 3, 360-egg size. We had one—and one of another make, **but have discarded all others and intend to use only the Cyphers from now on.** As we increase our plant we will put in the Standard Cyphers. We think the non-moisture and self-ventilating features in your machine the best on the market. The regulator works finer than any we have ever seen. **We can and do recommend Cyphers Incubators to all persons** who ask us what make of machine to use. In our opinion, **they are the best on the market** and therefore the best to buy.

Yours truly,

WHITE LAKE DUCK FARM.

"Since Then Have Bought More Each Year"

AFTON POULTRY YARDS

S. B. and E. W. Twining, Proprietors

Cyphers Incubator Company, Buffalo, N. Y.

Yardley, Pa., August 27, 1906.

As heretofore, we have had **first-class results with our thirty-four (34) incubators of your make.** We take pleasure in recommending the Cyphers to be a well-made machine, a good hatcher and **one that will hatch large, strong chickens or ducklings**—the kind that the owner has a good chance of raising.

We have been using incubators for the past seventeen years and during that time we have **tried most of the leading makes.** Five years ago we purchased one large-sized Cyphers for trial, and **since then have bought more each year** until we now have thirty-four (34) of your large machines, which is the capacity of our plant. Of course your machines are satisfactory to us or we would not have made this change.

Yours truly,

S. B. & E. W. TWINING.



Photographic Views of Afton Poultry Yards, Yardley, Pa.

Will Soon Add Five More Machines

J. F. WILLIAMS, Proprietor

CHALLENGE POULTRY FARM

A. F. DIKEMAN, Manager

SPECIALTY BREEDERS OF WHITE PLYMOUTH ROCKS AND WYANDOTTES

FOR SHOW ROOM AND UTILITY

Cyphers Incubator Company, Buffalo, N. Y.

South Peabody, Mass., August 24, 1906.

We wish to give you an unqualified endorsement of all goods of your manufacture that we have used. The writer has been operating your Standard Cyphers Incubators **continually for the last seven years** and during that time we **have run them in competition** and comparison **with other machines** of various makes and **the results in every case** have spelled "Cyphers" for us, beyond question.

At present we have hatching capacity of 1,600 eggs and **shall add five of your 240-egg machines** between now and the first of the coming year.

We are using your chick food and beef scraps to the exclusion of all others. **With us there is no sentiment in this matter.** We feel that we must have the best goods in our business and **we have always found yours to be the desired article.**

Respectfully,

CHALLENGE POULTRY FARM,

ALBERT F. DIKEMAN, Manager.

"Your Latest-Pattern Standard Incubators"

ROOTSTOWN LEGHORN FARM, N. R. COLLINS, Proprietor. COLLINS' S. C. WHITE.
Pure-bred, Large Size, Greatest of Layers of Large Size Fancy Market Eggs. Thoroughbred Stock for Sale.
Guaranteed Fresh Eggs for Market and Hatching. 700 Laying Hens.

Improved White Leghorns exclusively.

Cyphers Incubator Company, Buffalo, N. Y.

Rootstown, Portage Co., Ohio, Sept. 3, 1906.

A year's experience with your latest-pattern Standard Incubators has confirmed the good opinion of them we obtained on our trial hatch a year ago last spring when, **under unfavorable conditions**, we obtained from the No. 2 machine **186 fine chicks**. The Cyphers Incubators were operating and those in use by friends and neighbors of ours **gave the highest satisfaction last season**. In our opinion the present Standard Cyphers Incubator is the best hatching machine on the market.

For the new type Standard Cyphers Incubator to excel the fine work done for us by your older style machines **was for it to accomplish a great deal**. For example, am pleased to give you a copy of my record showing sample hatches made with several of my incubators of your manufacture:

	Size Machine.	No. of Eggs.	Tested Out.	Fertile.	Hatched.	Per Cent.
March 31	220-egg	226	18	208	192	92
April 2	220-egg	220	17	203	195	96
April 7	360-egg	370	33	337	301	89½
April 14	360-egg	368	24	344	318	92½
May 1	360-egg	360	31	329	291	88½

Average of the five hatches, 91¾

Am highly pleased with my Cyphers-plan, 16 x 100 foot brooder house and equipment. Like the Cyphers Incubators, I do not think they can be surpassed for utility in any particular. **By the use of these inventions I am able to reduce the expense and worry of hatching and growing chicks one-half to three-quarters over methods previously employed.**

Yours truly,

The Rootstown Leghorn Farm carries regularly 700 hens, all Single-Comb White Leghorns. They make a specialty of eggs for market and hatching.

N R Collins



Photographic Views of Rootstown Leghorn Farm, Rootstown, Ohio.

"Have Decided to Use Only Standard Cyphers"

Locust Valley, L. I., N. Y., September 21, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We have run your incubators here for four years, *side by side with various sizes of other standard makes of machines* and for simplicity in operation, uniformity of temperature in all seasons, the solution of the moisture problem and the hatching of healthy chicks *the other style of incubators will not stand comparison with the "Standard Cyphers" machines*, and on account of these points of superiority over all other makes *we have decided to use only the Standard Cyphers*. We have just constructed a new incubator cellar which with our original one gives us a capacity of about 25 No. 3 machines. We take pleasure in herewith handing you an order for ten No. 3 and two No. 2 incubators.

Very truly yours,
WEIR POULTRY FARM,

By *Albert S. Rivers* Manager .



Richard Weir



Views of Weir Poultry Farm, Locust Valley, L. I., N. Y.

1, Office, Nursery Brooder, Cool Brooder and Colony Houses. 2, Laying House, 500 ft. long. 3, Two New Breeding Houses, each 120 ft. long. 4, Nursery Brooder House and Incubator Cellar. 5, Two Laying Houses, 150 ft. long and 500 ft. long. 6, Incubator Cellar.

"1906-Pattern Superior to Old-Style Machines"

WILLOW BROOK FARM

W. L. DAVIS, Owner

SINGLE COMB BUFF, BLACK AND WHITE ORPINGTONS

Cyphers Incubator Company, Buffalo, N. Y.

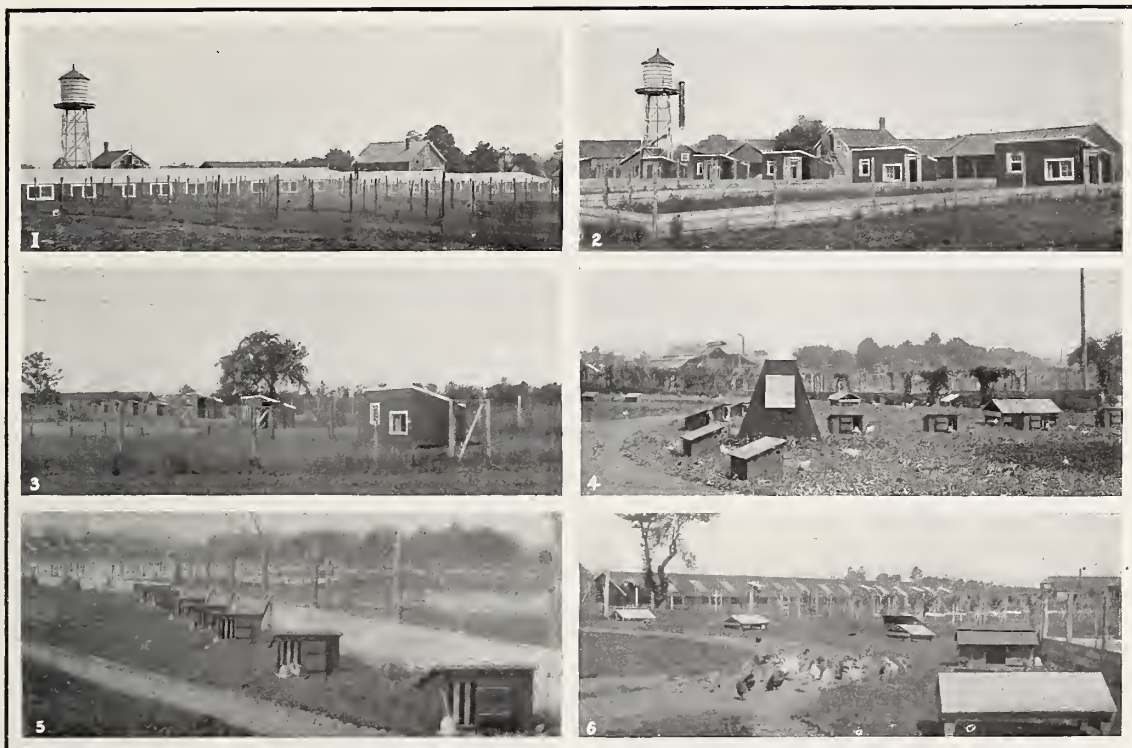
Berlin, Conn., October 20, 1906.

For the past five seasons we have been using Cyphers Incubators, and honestly consider them **the best machines made, both in workmanship and for hatching.** We now have seven (7) of your machines and shall have more next season. All of our early stock this year, including the very best quality, **was hatched from your incubators** and I expect to get our prize winners at the coming New York show from these Cyphers hatched chicks.

The 1906-Pattern Standard Cyphers we have found to be superior to your old-style machines. I used to be of the opinion that I must secure my best birds from hens, but that opinion has gone and interested persons have but to come to Willow Brook Farm and see the healthy stock we produce to convince themselves that incubators, when built right and run right, are the proper way to get healthy stock.

Yours respectfully,

WILLOW BROOK FARM,
W. L. DAVIS.



Photographic Views of Willow Brook Farm, Berlin, Conn.

"The Chicks Hatched Out Well Together"

Cyphers Incubator Company, Buffalo, N. Y.

Norwell, Mass., July 2, 1905.

Am pleased to report a successful hatch with your 1906-pattern machine. From 360 Brahma eggs put into the machine on the start we hatched, June 10th, 260 chicks. Have had fine success the past season with your 1904 and 1905 patterns. We have been hatching (eight or ten hatches) **from 224 to 258 chicks out of 360 untested eggs** put into these machines.

The 1906-pattern ran very nicely and I think it is all right. It ran regularly during the three weeks at 102½ degrees and **the chicks hatched out well together.**

Wishing you success with this new machine, which I think you will have, I remain,

Yours truly,

HENRY D. SMITH & SON.



Have "Proved Very Satisfactory"

WELLESLEY COLLEGE

Office of

F. D. WOODS

SUPERINTENDENT OF GROUNDS

Cyphers Incubator Company, Buffalo, N. Y.

Your incubators and brooders were **used here exclusively** this year and **proved very satisfactory**. When we increase our plant we shall certainly want more of your goods.

Wellesley, Mass., August 14, 1906.

Yours very truly,

F. D. WOODS,
Supt. of Grounds.

"Have Found Them Entirely Satisfactory"

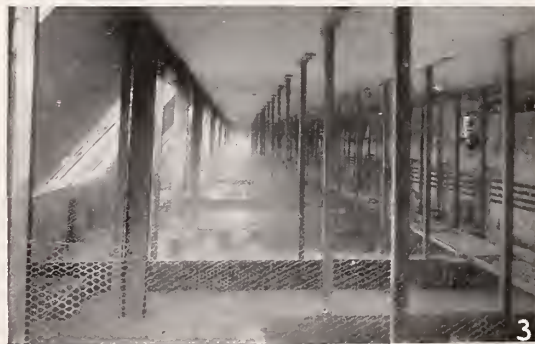
Cyphers Incubator Company, Buffalo, N. Y.

Wheaton, Ill., September 1, 1906.

In reply to yours of recent date, asking how I liked the Standard Cyphers Incubators purchased of you, will say that I have been very much pleased with them and **have found them entirely satisfactory**. I have also been highly pleased with your hot-water brooding house system and **have found it first-class in every respect**. As you will doubtless remember, the system you installed for me is the **open hover system** and I think it beats any closed or curtained hover system clear out of sight.

Yours very truly,

F. T. POWERS.



Photographic Views of F. T. Powers Poultry Plant, Wheaton, Ill.: 1. Combination Brooding and Laying House, showing Runways to Laying House in Second Story. 2. View showing Runways and Yard. 3. Interior of Brooding House in First Story.

"REPLACED ALL OUR OLD MACHINES"

FISHERS ISLAND FARM

FOWLS:
Barred and White
Plymouth Rocks
S. C. White Leghorns

Address all Communications to
E. M. & W. FERGUSON
Breeder of
STANDARD-BRED POULTRY
Birds and Eggs For Sale in Season

TURKEYS:
Mammoth Bronze
Wild and Half-Wild
DUCKS:
Imperial Pekin

Cyphers Incubator Company, Buffalo, N. Y.

Fishers Island, N. Y., September 6, 1906.

We were so well pleased with the work done by *your new-pattern incubators* sent us in May, 1905, that **we replaced all our old machines with the latest-pattern Cyphers** and must say that after operating these *continuously from January to July, 1906*, our first opinion has not changed any, in fact, we are convinced that **we can do much better work with the new machines**, and, in addition, they are *much easier to operate and keep clean*, as everything in them can be taken out, cleaned and replaced in a few moments. **We think the drop-bottom is a great improvement**, as by lowering it the machine can be run in June and July when the weather is hot and *equally as good chicks are hatched* as during the more favorable weather of April and May.

We have been using the Cyphers Incubators *ever since they were first put on the market*. We have tried them *side by side with about all the leading makes* of incubators, with the result that we found the Cyphers to be the *simplest to operate*, requiring less care and attention, and always **hatching out a much larger per cent.** of good, *strong, vigorous chicks* from the same number of fertile eggs **than any other machine.**

Yours very truly,

FISHERS ISLAND FARM, *L. St. Ruffer Esqr.*



"I Have Tried Other Machines"

Cyphers Incubator Company, Buffalo, N. Y.

Detroit, Mich., October 12, 1906.

I have used five (5) of your machines *during the last four years* and they have proved to be all you have claimed for them in every respect. **I have tried other machines**, but not one of them has come up to expectations and I therefore discarded them. Your incubators **have given entire satisfaction** on our plant and I intend to increase our hatching capacity next spring, their work has been so satisfactory.

Yours very truly,

CHAS. ALTMAN.

"Fifteen Years' Experience with Incubators"

F. S. KEITH

BREEDER AND SHIPPER OF

IMPERIAL PEKIN DUCKS, WHITE MUSCOVY DUCKS
AND HOMER PIGEONS

Stock and Eggs for Sale in their Season

Easton, Mass., August 13, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I am very glad to report excellent results with your latest-pattern incubators, equipped with nursery drawers. In reckoning up the ducklings hatched this year I find I have hatched a few over **three thousand more** than I ever did before, and **these were hatched from the same number of breeders**—in fact, I put less eggs into the machines than I did last year, as the old birds did not lay as well as usual.

My ducklings this year were all out of your machines, with the exception of three hatches that were run through the ——— at a time when I had more eggs than the Cyphers would hold. I have enlarged my plant this year and am very much pleased with what I have done with your new machines. ***Will use nothing but the Cyphers in the future, as I am positive that I can get more and stronger ducks out of them than any other machine on the market.*** I have nine large sized ——— incubators, and ***I would gladly exchange the nine for four of your new-pattern machines***, so that you can see that I think a great deal of the Cyphers, of which I now have thirteen of the large size.

I have been operating incubators for the past fifteen years, and have used ***four different makes***, both hot-water and hot-air machines. Have used the Cyphers during the last nine years and have had excellent hatches, both of ducks and chickens. The ducklings hatched out of the Cyphers are ***much better than those hatched out of any other machines*** I ever used.

Yours truly,

F. S. Keith



F. S. Keith Poultry Farm, Easton, Mass.

"Previous Opinion More Than Confirmed"

FAIRVIEW FARM

H. J. BLANCHARD, PROP.

STANDARD SINGLE-COMB WHITE LEGHORNS

STOCK FOR SALE

FANCY MARKET EGGS

EGGS FOR HATCHING

Winners at Madison Square Garden, New York, 1903 and 1904

Cyphers Incubator Company, Buffalo, N. Y.

Groton, Tompkins Co., N. Y., September 15, 1906.

After a full season's work with your new 1906-Pattern Standard Cyphers Incubators I find my previous opinion of them more than confirmed. While the older machines were the best hatchers of their time, I find the **new machines greatly improved** in several ways, and I do not see how they can be bettered.

While for nine years the older styles of Cyphers Incubators did excellent work for me and I regarded them as being by far the best machines on the market, **I find that the new 1906 Cyphers contains important improvements.** The old Cyphers was a self-ventilating, non-moisture machine, but your 1906-pattern, with the drop-bottom, can be adapted to a far wider range of conditions and the new thermostat is **even more sensitive and accurate** than the old. I regard your latest-pattern incubators as the best hatching machine made and invariably recommend them to my friends.

Your new Style A Brooder is also greatly improved.

Respectfully,

H. J. Blanchard.



Views of Fairview Farm, Groton, N. Y.

1, One of the Laying Houses. 2, A Flock of Cockerels. 3, Cyphers Style A Brooders in the Field. 4, Pullets Feeding. 5, Chicks in the Corn Field. 6, A Field of Mangel Wurzels for Winter Food. 7, Chicks in the Berry Patch. 8, Colony Houses.

"Doing so Strictly as a Business Proposition"

MONMOUTH POULTRY FARMS

J. Courtney Punderford,
Proprietor

FRENEAU, N. J.

Robt. T. Dodd,
Manager

BREEDERS AND EXHIBITORS
SINGLE-COMB WHITE AND BUFF LEGHORNS WHITE AND BUFF PLYMOUTH ROCKS
STOCK AND EGGS FOR SALE

Cyphers Incubator Company, Buffalo, N. Y.

Freneau, N. J., August 10, 1906.

We are glad to have an opportunity to express our appreciation of the Standard Cyphers Incubators. We are using no other machines in our cellar, which alone shows our entire faith in them. First we **tested five of your incubators with eleven others of three different makes.** Your machines so far outclassed the others, **both as to number and strength of the chicks hatched,** that two years ago we discarded all but yours, **doing so strictly as a business proposition.**

After running your new-pattern machines during the past season will say **we are more than satisfied** with the results and can wish for nothing better. Three-fourths of our winners at New York and other shows last season were hatched in Cyphers Incubators. **We attribute much of our success in the poultry business to the use of your incubators.**

Our brooding system as installed by you is entirely satisfactory, the heaters being well adapted for the work required. We like your chick food the best of any. **Have tried other brands,** but have come back to yours **as the one on which we can depend.** Yours very truly,

MONMOUTH POULTRY FARMS,

J. C. Punderford.



Photographic Views of Monmouth Poultry Farms, Freneau, N. J.

"Still the Best Machine in the Market"

GLENHURST STOCK FARM AND POULTRY YARDS

H. R. BRIGHAM, Proprietor

White Wyandottes, White Leghorns, and Buff Leghorns

Cyphers Incubator Company, Buffalo, N. Y.

Kingston, N. Y., October 20, 1906.

After several years of use and proving out, the Standard Cyphers Incubator is, in my opinion, **still the best machine on the market by a good margin.** Have used your **new 1906-pattern** machine with most gratifying results. We have been using eight (8) of your old-style machines during the past three years and consider them the best incubators on

the market, but **have no hesitancy in saying that the 1906-pattern is a superior machine.** The new thermostat keeps a remarkably even temperature and the nursery drawers are a great convenience in handling the newly hatched chicks. **I appreciate as much as anything else your business courtesy and anxiety to do the right thing by your customers, as shown in many little ways.**

Very truly yours,

H. R. BRIGHAM.



Views of Glenhurst Stock Farm and Poultry Yards, Kingston, N. Y.

"Hatchings Have Averaged 90 Per Cent. During the Whole Season"

MOON RUN POULTRY YARDS

C. F. LORISH, Proprietor

Breeder of SINGLE-COMB WHITE LEGHORNS

Choice Stock for Sale

Fertile Eggs in Season

Cyphers Incubator Company, Buffalo, N. Y.

Moon Run, Pa., August 13, 1906.

I have been using Standard Cyphers Incubators continually during the last four years, **together with several other makes**, and my experience has been that **the Cyphers is superior to all other machines.** I have found your machines all that you represent them to be. They are practical, common-sense incubators, intended for those who desire to make a success of the poultry industry.

Have always had good results from my Cyphers Incubators, but **this year they have done even better than before.** My hatchings have averaged 90 per cent, during the whole season, hatching in all two thousand (2,000) chicks, good, strong, lively fellows. **Your latest-pattern machines are superior** in many ways to those of previous years and I shall get another one next spring.

This year I have used **your hot-water brooding system** and am so well pleased with it that I regret not having installed it long ago.

Yours truly,

C. F. LORISH.

"INVARIABLY HATCHED LARGER PERCENTAGES OF CHICKS"

ELM POULTRY FARM

WILLIAM S. HARRIS,

Breeder and Exhibitor of Single and Rose-Comb Rhode Island Reds. 1,500 Layers.

Cyphers Incubator Company, Buffalo, N. Y.

Mansfield, Mass., August 9, 1906.

Your latest-pattern incubator has been thoroughly tested by me and **I cannot speak too highly of it.** The improvements are of such value that I have sold all my old style Cyphers, **replacing them with your latest-pattern machines.** Your incubators are the only ones I am now using. **I paid out over \$400 for other makes of incubators** and gave them a thorough trial. **The Cyphers side by side with several different makes of machines invariably hatched larger percentages of chicks** with less variation in temperature, the eggs being from the same flocks and all other conditions being equal, aside from the machines themselves. **I cannot see where this latest-pattern machine of yours could be further improved.**

Yours truly, W. S. HARRIS.



Photographic Views of Mr. Harris' 1,500-Hen Egg Farm, Mansfield, Mass.

Cyphers Incubators Hatch Better Than All Others

SILVER SPRINGS DUCK FARM

J. P. FOLK, PROPRIETOR

PRIME PEKIN DUCKS FOR MARKET

Capacity, 100,000 per Season

Cyphers Incubator Company, Buffalo, N. Y.

Easton, Pa., July 16, 1906.

Gentlemen:—In response to your inquiry for information regarding the success we had with your incubators this year, I take pleasure in informing you that **they have proved entirely satisfactory.**

We are informed that we have the largest and best arranged incubator cellar in this state.

We have tried two other makes of incubators and we are free to state that **your 1906-Pattern Standard Incubators hatch superior to any others in our cellar**, and we are not only entirely satisfied with them, but we hope in the future to be able to **dispose of the other makes** we now have on hand and equip our cellar, **which will hold about one hundred incubators**, with your make exclusively.

The ducks hatched in your machines are **invariably healthy** and this is more than can be said of those hatched in some of the other machines we have tried. You have our best wishes for your success.

Yours truly,

J. P. Folk



Views of Silver Springs Duck Farm, Easton, Pa.

1. Breeding House. 2. Fattening and Breeding Pens. 3. Breeding Houses. 4. Fattening Pen and Ice House.
5. Incubator House, 40 x 100 feet. 6. Interior View of Incubator Cellar.

"We Have Had No Reason to Regret Our Choice"

CALDWELL POULTRY FARM

POULTRY AND EGGS

FARM AT ROSELAND AVENUE AND EAGLE ROCK ROAD

ROSELAND, N. J.

Cyphers Incubator Company, Buffalo, N. Y.

Caldwell, N. J., November 12, 1906.

We are using your machines exclusively, having equipped our incubator cellar last fall with eight (8) of your **1906-pattern** 390-egg machines. We selected your incubators **because from all that we could learn** from the experience of others, they were the best and during the season's test with them **we have had no reason to regret our choice**. Your machines have given us good percentages of healthy chicks.

We heartily recommend them to your prospective customers as being very easy to operate, **extremely accurate** in maintaining the proper temperature and **perfectly satisfactory to us**, as we believe they would prove to be to them.

Yours truly,

The Caldwell Poultry Farm.



Views of Caldwell Poultry Farm, Caldwell, N. J.

1, Combination Building, including Office, Feed Room, Incubator Cellar and 60 ft. Nursery Brooder. 2, One of the Main Laying Houses. 3, Hot-Water Boiler for Heating Brooder House. 4, Partial View of Incubator Cellar. 5, Colony Houses, with Breeding Houses in Rear.

Have Ordered Eight More of the Largest Size

Cyphers Incubator Company, Buffalo, N. Y.

Wyoming, Del., July 23, 1906.

We are operating seven of your No. 3, **1906-pattern** machines alongside of several of the older style. We are **very much pleased with the 1906-pattern**. It has given us splendid results, the hatches averaging **from 80 to 90 per cent**. We think this the best machine on the market today. Our plant is the largest in Delaware, and we are adding to it each year. We **have ordered eight of your largest machines** through your agent here, to be delivered this fall. It will always be a pleasure to recommend the Cyphers.

F. T. HERBERT, JR.

HOLLYROOD PEKIN DUCK FARM.

"Orders for Thousands of Incubator Chicks"

Hatching Eggs
S. C. White Leghorns
R. C. White Wyandottes

MAXWELTON POULTRY FARM
JAMES D. MASON, Prop.
THE HOME OF THOROUGHBREDS

Barred Plymouth Rocks
Incubator Chicks
Imperial Pekin Ducks

Cyphers Incubator Company, Buffalo, N. Y.

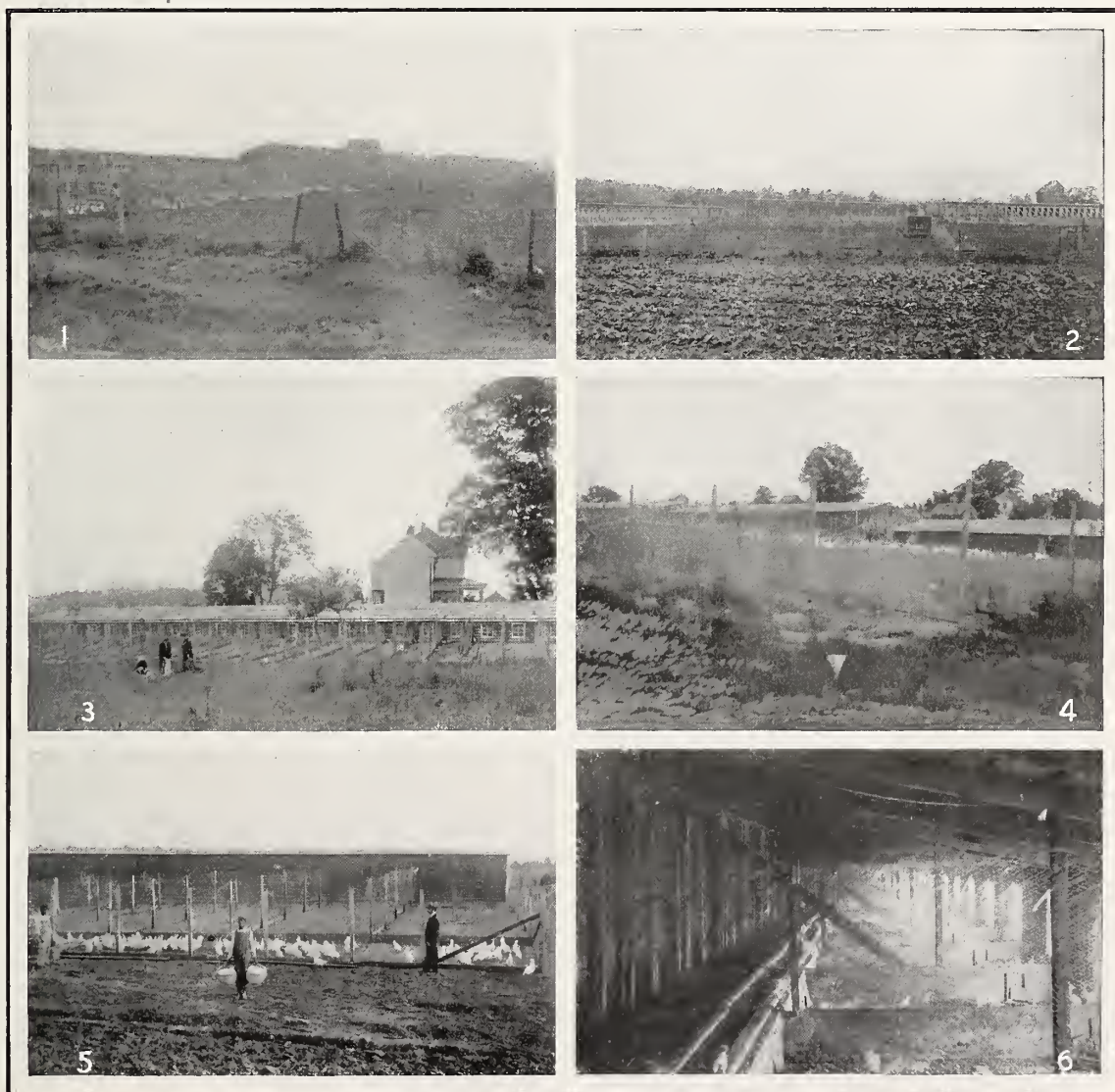
Gladys, Va., November 12, 1906.

I am at present operating twelve (12) No. 3 Standard Cyphers Incubators and by the coming spring will double my plant **by installing thirteen more** of your No. 3 Incubators. Shall continue to use these incubators exclusively because experience has proved that they meet my requirements better than any other incubators have done that I have tried—**several in number.**

I am now the owner of **one of the largest poultry plants in the south** and by the coming spring it will be second to none that I know of in the north, as to size and equipment. **The demand for my stock and eggs is so much greater than my supply**, I am forced to double my capacity. I have at this early date **booked orders for thousands of incubator chicks**, and if I did not own, and was not sure I can rely on your incubators, I would not have made contracts to fill these orders, but I know what these machines will do and feel safe in making the contracts without hesitancy.

Please quote us your lowest price on two tons of Cyphers Chick Feed and state if you will be able to ship early in December. Very truly yours,

James D. Mason



Views of Maxwellton Poultry Farm, Gladys, Va.

1. Laying and Breeding Houses, with Winter Runs. 2. Laying and Breeding House. 3. Brooder House. 4. Rear View of Laying House, showing Summer Runs. 5. Feeding and Egg Gathering. 6. Interior View of Incubator Cellar.

"I Have Had Excellent Success"

A. J. BLOOM POULTRY RANCH

A. J. BLOOM, Prop.

BREEDERS OF RHODE ISLAND REDS AND BUFF ORPINGTONS

Cyphers Incubator Company, Buffalo, N. Y.

Petaluma, Cal., September 15, 1906.

I am pleased to report that **I have had excellent success** with the Cyphers Incubators in hatching both Rhode Island Reds and Buff Orpingtons. At present I am operating six (6) of your Standard Incubators, also seven (7) of your Style A Brooders. **Last season I installed two of your brooder-house-heaters**, one operating a 150 ft. brooder house and a smaller one in a 60 ft. brooder house.

I am pleased with the results obtained from the Cyphers goods and intend adding more machines to my incubator house in the near future. With best wishes for your success, I am,

Yours respectfully,

A. J. Bloom



Photographic Views of A. J. Bloom Poultry Ranch, Petaluma, Cal.

Six Machines Average 90 Per Cent.

N. P. HUSTED

BREEDER OF S. C. BROWN LEGHORNS

Chicks in 100 or 1,000 Lots

Ranch: Penn Grove

Eggs for Hatching

Stock for Sale

Petaluma, Cal., September 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I have used the Cyphers Incubators both here and east with **the best results possible to obtain from any hatching machine**. The six (6) Cyphers machines I am operating at present **have averaged 90 per cent. for the past year**, many hatches running **as high as 98½ per cent.** **I wish to compliment you on the 1906-pattern for California climate.** It is no trouble in hot weather where the days are hot and the nights cold to keep an even temperature, **the drop-bottom fitting California weather to perfection.** **I most heartily recommend your machine to the novice** as the shortest cut to success with poultry. With best wishes for your continued success, I remain,

Yours truly,

N. P. HUSTED.

Four Incubators, Twenty-two Brooders

Petaluma, Cal., July 25, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I am using four (4) Cyphers Incubators, twelve (12) Cyphers Indoor and (10) Cyphers Outdoor Storm King Brooders, No. 2, and wish to say that these machines **do all you claim for them**—and with very little trouble or care. As for the incubators, no one can find a machine more easily handled or that will give better results. The regulator is perfection. I began using incubators several years ago and thought I would have to give up artificial incubation, but since using your incubators I have had good success and regard your machines as being **very near perfection.**

Yours respectfully,

GRANT HELMAN.

"1906-Pattern Machines Appear to be Perfect"

L. T. HALLOCK, Prop'r.

WOODLAND'S FARM

H. H. AMADON, Sup't.

BREEDERS OF RECORD LAYING STRAINS OF

WHITE WYANDOTTES, BARRED PLYMOUTH ROCKS, AND S. C. WHITE LEGHORNS

Bred for Large Symmetrical Size, Vigorous Constitution, and Prolific Laying, Combined with all the Standard requirements.

HIGH-CLASS BREEDING STOCK FOR SALE

EGGS FOR HATCHING SOLD UNDER

AT REASONABLE PRICES.

SPECIAL GUARANTEE.

The Largest Strictly Utility Farm in America. Sixty-two Acres Devoted Exclusively to Poultry, 7,000

Laying Hens Bred from Extra Heavy Layers.

Cyphers Incubator Co., Buffalo, N. Y.

Iona, N. J., Oct. 27, 1905.

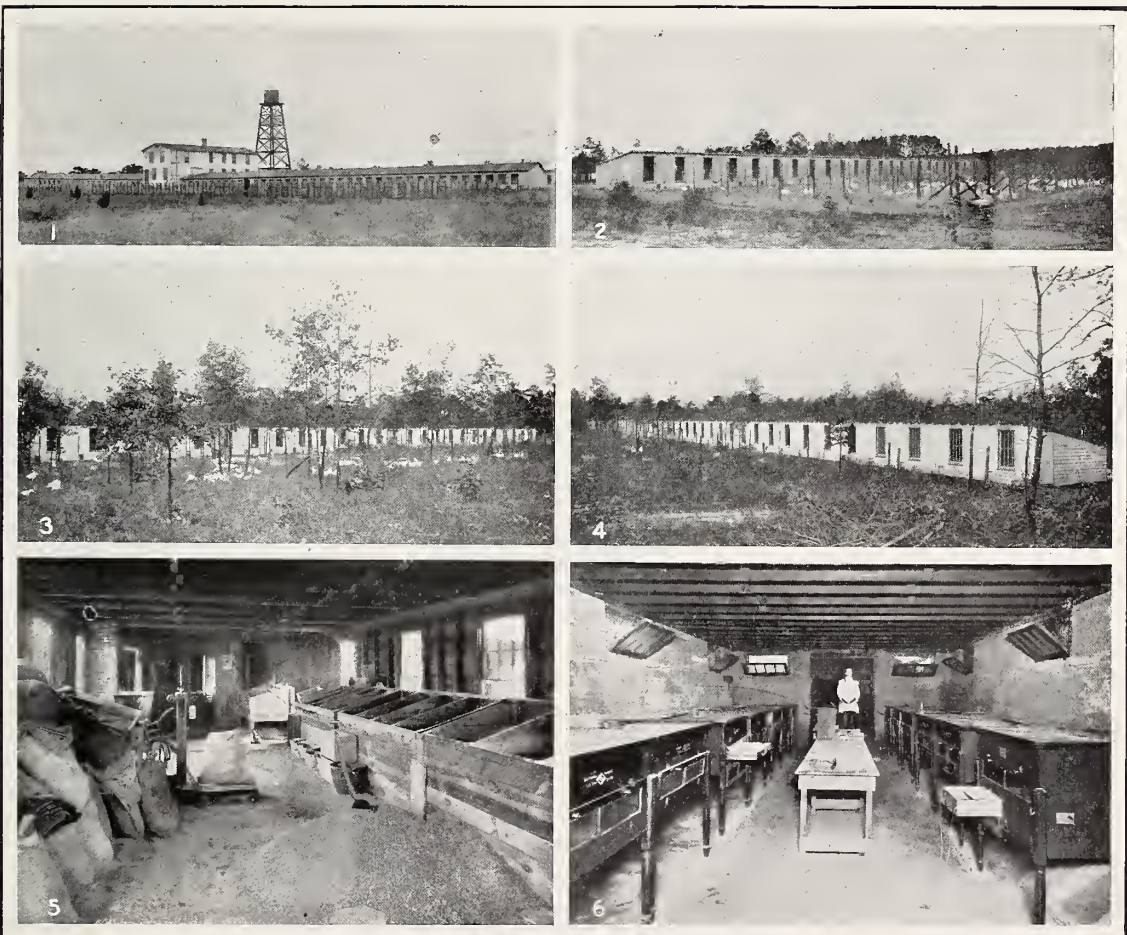
Last December I wrote you that we had ten (10) of your No. 3 incubators in use, **all of which were giving splendid satisfaction.** We now have eighteen (18) of your No. 3 size and within a week or so will have two more, making twenty (20) in all. **All our chicks** are hatched in your incubators and fed principally upon your chick food.

The 1906-pattern machine which we received from you last spring has so **many improvements over the old style**, and gave us **such excellent results**, that we are anxious to make some arrangement to dispose of the older machines and install twenty of the new 1906-pattern. **They appear to be perfect** and we congratulate you on the mechanical genius shown in their construction. I expect the Cyphers Incubators to help me operate **the largest and most successful poultry establishment on this continent** and can say that to date I am fully satisfied with the results.

Yours very truly,

Mr. Hallock informs us that he will positively have 20,000 standard-bred laying hens on his farm as fast as buildings and the necessary equipment can be installed. At present he has 1,338 lineal feet of poultry houses, exclusive of more than 100 colony houses, and is now erecting a new building 700 feet in length.

L. T. Hallock



Woodland's Farm, Iona, N. J., L. T. Hallock, Proprietor.

"Have Absolutely Been No Trouble"

GOLDEN GATE POULTRY YARDS

B. H. LANGLEY, Prop.

Breeders of THOROUGHBRED WHITE LEGHORNS

Cyphers Incubator Company, Buffalo, N. Y.

Berkeley, Cal., August 15, 1906.

I am pleased to report another successful season and **attribute it largely to the fact** that I use nothing but the Cyphers Incubators, Chick Food, etc. It certainly is a pleasure to recommend an incubator that **has always done the work claimed for it**. They have absolutely been no trouble whatever. I am now using three (3) of your large-size incubators and intend to increase the number soon. **Others can profit by my experience** by selecting Cyphers Incubators.

Very truly yours,

B. H. LANGLEY.



Photographic Views of Golden Gate Poultry Yards, Berkeley, Cal.

"Works to Perfection"

EMIL GARNJOST

Breeder of Barred Plymouth Rocks and Homers

PRODUCER OF

Crate-Fattened Capons, Prime Squabs and Pure Honey

San Francisco, Cal., July 12, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

The Cyphers 1906-pattern which I bought of you last spring **works to perfection** and I like it **better than the three other makes which I have operated**. My hatches averaged a little above 80 per cent, and would have run much higher if it had not been for the havoc the earthquake wrought in April. I have no incubator cellar, but use just an ordinary shed to hatch in.

When I buy more machines **they certainly will be the "Genuine Cyphers."**

Yours truly,
EMIL GARNJOST.

"But the Cyphers is so Much Better"

Lemoore, Cal., March 28, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I had used five different makes of incubators before I got the Cyphers and most of them did good work, but the Cyphers is so much better I would not give it for the whole bunch. The first hatch, out of 337 fertile eggs, I got 314 good, stout chicks. The second hatch just came off this A. M. and out of 348 fertile eggs I got 329 chicks. I have my Cyphers Incubator in the cellar and never go near it only to fill the lamp and turn the eggs twice a day.

Respectfully,

B. H. HANCOCK.



Views of Avondale Poultry Farm. Hayden Lake, Idaho.

"We Fit Out Plants Complete in All Details"

C. B. KING, Pres. JOHN S. MALLOY, Treas. and Sec.

WASHINGTON & IDAHO POULTRY CO.

OWNERS OF

"AVONDALE" POULTRY FARM,
HAYDEN LAKE

Barred Plymouth Rocks (E. B. Thompson Strain), S. C. White Leghorns (C. H. Wyckoff Strain), Selected and Bred Especially for Superior Egg Production.

Homer Pigeons.

Our Lofts Contain Notable Prize Winners,
Some of the Best in America.

Coeurd'Alene, Idaho, September 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We take pleasure in stating that we have used **eleven (11) of your incubators**, with a total capacity of over 3,500 eggs, and **they have given the greatest satisfaction**. We also have your "Style A Outdoor Brooders" and other equipment, all of which have given satisfaction. To be brief, your company furnished the heating plant for our 300-foot brooder house and shipped us all the equipment we use on our farm, **which is one of the largest plants in the north-west**, and we can offer nothing but praise for the way in which you handled our orders, as well as satisfaction given in every way.

Very truly yours,
WASHINGTON & IDAHO POULTRY CO.

By J. S. MALLOY, Treas.

"Side by Side With Other Makes"

Salt Lake City, Utah, September 1, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

We have used your incubators **for three years now, side by side with several other makes** and am satisfied that in this climate your incubator is the best. We have invariably secured a larger percentage from the Cyphers than from the others. We expect to use ten (10) of your No. 3's next year. Our hatches have run as high as 85 to 90 per cent. Your Chick and Forcing Foods also are excellent. With very best wishes, we remain,

Yours truly,

W. S. RAMER.

"First-Class, Reliable Machines"

Salt Lake City, Utah, September 19, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

My experience this past season has proved to me that your incubators and brooders are **just what you represent them to be**, first-class, reliable machines. Your regulator is beyond improvement, the temperature never varying more than half a degree until the nineteenth day. Even in this locality, where your directions advise the use of the moisture device, the ventilation is so perfect that sprinkling the cement floor of my cellar supplied the necessary moisture. You are at liberty to use this letter.

Yours very truly,

MELVIN D. NAYLOR.

Cyphers Special Ostrich-Egg Machine

CORONADO OSTRICH FARM, W. H. BENTLEY, Proprietor.

Ostrich Boas, Plumes, and Tips for Sale.

Cyphers Incubator Co., Buffalo, N. Y.

Coronado, Cal., July 19, 1902.

After almost 19 years' experience in the ostrich business, ***I will admit that my real success in hatching and raising ostrich chicks dates from the time I began using the Cyphers Incubator.*** With other machines I raised only about 25 per cent. of the hatch, while with the Cyphers I have raised 90 per cent., for the birds are all strong and healthy. I also hatched fully double the percentage of fertile eggs. I use none but Cyphers Incubators now. I sold a \$55 incubator of another make a few days ago, just as good as new, for \$5, and would not accept another as a gift. ***The Cyphers Incubator is the only machine*** I have found that combines satisfactorily the three essential features of a successful incubator, namely, regular temperature, correct circulation of air and self-supplied moisture. I have several thousand visitors during the year and the incubator room is the first thing I show them. You would be surprised at the number that take the name of my incubators, saying that if they should need one they will try the Cyphers. ***Several here have bought your incubators after seeing mine, and all are pleased with them.***

Very respectfully,

W. H. BENTLEY.



Photographic Views of Coronado Ostrich Farm, Coronado, California.

KINDS OF EGGS THE CYPHERS HAS HATCHED

Mr. Bentley reports that the special ostrich-egg Cyphers Incubator furnished him two years ago "proved very satisfactory." This machine is simply our No. 3 size with a deeper egg chamber, allowing for the larger eggs. Many are now in use for hatching ostrich eggs and are giving complete satisfaction.

Cyphers Incubators, being constructed on scientific principles, will hatch the eggs of any kind of a bird or fowl, ranging from the tiny thin-shelled eggs of humming birds to ostrich eggs that are five inches in diameter, and have shells so thick and hard that it is a task to break them with a man's fist. Among the kinds of eggs that have been successfully incubated in the Cyphers, we mention the follow-

ing: Humming bird, canary, English sparrow, quail, pheasant, partridge, grouse, pelican, swan, ostrich, pigeon, chicken, turkey, duck, and goose.

At the Pan-American Exposition several hatches of ostrich eggs were made in Cyphers Incubators, and the famous animal trainer, Mr. Frank Bostock, positively hatched snake eggs, on exhibition in his famous animal arena, using a 60-egg Cyphers Incubator for the purpose, much to the astonishment, interest, and amusement of thousands of spectators. A properly-constructed incubator will hatch any kind of an egg that requires heat, moisture, and pure air, and will do it automatically. The Cyphers Incubator is used in several laboratories by scientists and students in hatching the eggs of insects, and in making bacteriological experiments



FOREMOST AMERICAN FANCIERS

At the time the Cyphers was placed on the market, the Fanciers of America had practically abandoned the use of Incubators in the production of Exhibition Fowls

THE above statement sets forth a fact worthy of special consideration. Doubtless every incubator regularly on the market, no matter how cheap and inferior, will hatch, *at one time or another*, some of the eggs entrusted to it, but almost invariably the chickens hatched *from cheaply built and wrongly constructed incubators* will be weakly, *undersized* and marked for an early death. This fact has given rise to the general opinion that it is an easy matter to hatch chickens in an incubator, but a very difficult task to raise them. *The difficulty in raising incubator-hatched chicks has been the result of their being poorly hatched.*

The Cyphers Patent-Diaphragm, Non-Moisture and Self-Ventilating Incubators hatch the chickens "nearest to Nature's way," hence they come out of the shells, *large, strong, vigorous and healthy*. Otherwise the fanciers of America could not and would not use the Cyphers **for the sufficient reason that they could not afford to.** Today a larger number of American fanciers of national and international reputation are using the Cyphers Incubators *than all other makes of incubators combined*, which we think should be accepted as proof that the Standard Cyphers Incubators are practically perfect hatchers.

We do not ask the readers of this catalogue to accept our unsupported statements regarding any claim we make, but refer you to the sample extracts, "directly to the point," which appear on this and the following pages; also to the numerous letters of endorsement presented on pages 19 to 27, inclusive. No other incubator company in the world can present a list of fanciers equally prominent; in fact, we do not believe that all the other incubator companies taken together could do so. *Facts talk and merit wins.* Letters from many other prominent fanciers have had to be omitted from this catalogue on account of lack of space. We feel that those submitted should be sufficient to convince even the most skeptical that the Cyphers Incubators will meet every reasonable requirement, not only of the practical poultry raiser, but of the fancier as well.

Buffalo, N. Y., November 1, 1906.

CYPHERS INCUBATOR COMPANY.

CYPHERS-HATCHED CHICKS IN THE SHOW ROOM

NEW YORK, 1906.—"All my White Orpingtons on which I won prizes at New York last month were hatched in Standard Cyphers Incubators. At this greatest exhibition of Orpingtons ever seen in America I won on White Orpingtons as follows: 1st, 2d, 3d, and 4th cockerels; 3d, 4th and 5th pullets; silver cup for best male and silver cup for best female. We were by far the largest winners in this class. I have great faith in the Cyphers Incubators and have just started one of your 1906-pattern machines, entrusting to it some of our best eggs."—WILLOW BROOK FARM, W. L. Davis, Prop., Berlin, Conn., Feb. 2, 1906,

CHICAGO, 1906.—"Our complete winnings of 1st and 2d cocks, 1st, 2d, 3d and 4th cockerels, 1st, 2d, and 3d hens and 1st, 2d and 4th pullets, in Single-Comb Buff Orpingtons; every 1st and 2d in Rose-Comb Buffs; 1st cock, 1st and 3d hens, 2d and 3d cockerels and 2d pen in Single-Comb White Orpingtons; every 1st and 2d in Rose-Comb White Orpingtons; 2d cock, 1st and 2d hens, 2d and 3d cockerels in Single-Comb Black Orpingtons and every 1st prize bird in Rose-Comb Blacks and Spangles—27 firsts, 16 seconds and 11 thirds at Chicago show, Jan. 22-27, 1906, were hatched in Cyphers Incubators."—J. M. WILLIAMS & CO., North Adams, Mich., Feb. 6, 1906.



BOSTON, 1906.—"My first prize Rose-Comb Black Minorca cock bird, which attracted so much attention both at Boston and New York, was hatched in a Cyphers Incubator, as also were the following prize winners: Boston, 2d hen; 1st, 2d and 3d cockerels; 1st and 3d pullets and one of the hens in my first-prize breeding pen. New York, First cock as mentioned above, 1st and 2d hens; 1st and 2d cockerels, 1st and 2d pullets. I hatched many other prize winners in my Cyphers Incubators, including several Single-Comb Black Minorca cockerels, hens and pullets which I have sold this winter at \$50.00 each, and one Single-Comb Black Minorca I have sold since the Boston show for \$100.00, said to be a better bird than any which the buyer saw at the New York show." **GEO. H. NORTHUP, Raceville, N. Y., Feb. 9, 1906.**

NEW YORK, 1906.—"My first prize Madison Square Garden (January 3-6, 1906) Single-Comb White Leghorn cockerel was hatched in the 1906-Pattern Standard Cyphers Incubator you shipped to me last May. All the rest of my winners (Single-Comb White Leghorns) were hatched in your 1905-Pattern Standard Cyphers, including the following: 1st, 3d, 4th cocks; 2d hens, 4th cockerels; 2d, 5th pullets; 4th exhibition yard. Besides winning a

challenge cup I won \$258 worth of specials—all on Cyphers-hatched chicks."—**D. W. YOUNG, Highlands, N. Y., Jan. 12, 1906.**

CHICAGO, 1906.—"I believe you will be interested to know that of the eleven (11) Buff Plymouth Rocks I exhibited at the late Chicago show (January 22-27) the 2d prize pen, 1st and 4th prize hens, 2d and 4th prize pullets and 3d prize cockerel were all hatched in a Cyphers Incubator, brooded in a Cyphers Brooder until they were six weeks old and were fed almost exclusively on Cyphers foods until over three months of age."—**F. C. SHEPHERD, Toledo, Ohio, February 7, 1906**

BOSTON, 1906.—"Am sure it will please you to know that my champion \$100 Challenge Cup Buff Wyandotte Cockerel at Boston show, January 16-19, 1906, and my first prize Buff Wyandotte cockerel at Chicago, January 22-27, 1906, were both hatched in one of your Standard Incubators. As a result of personal experience I consider the Cyphers the best Incubator made."—**W. T. LORD, Troy, N. Y., February 7, 1906.**

CINCINNATI, 1906.—"I made an exhibit of forty-eight White Plymouth Rocks at Cincinnati, winning four first prizes out of a possible five, also four second prizes and eight other regular prizes, besides silver cup for best display and silver cup for whitest bird in show, and all these birds, without exception, were hatched in Cyphers Incubators, as I use no other kind and do not use hens."—**U. R. FISHEL, Hope, Ind., Jan. 29 1906.**

CINCINNATI, 1906.—"Am very pleased to inform you that all of the prize winning Rose-Comb Black Minorcas exhibited by me at the late national show held in Music Hall, Cincinnati, and winning 1st cock, 1st hen (weighing 9 and 7½ pounds, respectively) 1st cockerel, 1st pullet and 1st breeding pen—also 2d prize breeding pen, for which I received \$250—were all hatched in Cyphers Incubators and raised in Cyphers Brooders. Sixteen years in the poultry business has convinced me that I cannot afford to use any machines other than the Cyphers; neither have I been able to raise as good stock by natural methods."—**S. T. CAMPBELL, Mansfield, Ohio, January 27, 1906.**

WORLD'S FAIR, 1904.—"Every bird I exhibited at St. Louis was hatched in a Cyphers Incubator. On these birds I won special 1st prize for best display; also 2d, 4th, 6th and 7th cocks; 1st, 3d and 6th hens; 4th cockerel; 2d, 5th and 7th pens; also the most coveted of all prizes at this great show, viz., special 1st prize for best display, besides nine other special prizes. I wish to add several more of your incubators for next season's hatching. Kindly send me your 1905 prices."—**U. R. FISHEL, Hope, Ind., December 10, 1904.**

WORLD'S FAIR, 1904.—"All our Buff Orpingtons that won at the World's Fair, St. Louis, October 24 to November 5, 1904, were hatched in Cyphers Incubators. At this great exhibition we won seven out of a possible ten firsts, as follows: Single-Comb Buffs—1st and 2d cocks; 2d cockerel; 1st and 2d pullets and 1st pen. Rose Comb Buffs—1st cock; 2d and 3d hens; 1st cockerel; 1st and 2d pullets and 1st pen."—**J. M. WILLIAMS & CO., Box D, North Adams, Mich., Dec. 6, 1904.**



The \$300.00 Buff Rock Cockerel—a Cyphers Chick Winner of first prize and all specials at Boston Exhibition.

"A PRACTICALLY PERFECT HATCHER"

E. B. THOMPSON

Originator and Breeder of the World-Renowned

"Ringlet" Barred Plymouth Rocks

Invincible at the World's Greatest Shows

Winning at New York, during four years in succession, more than three times as many first prizes as any other exhibitor, and as many first prizes as all competitors combined, besides more than twice as many cups and specials as all, including the superb challenge trophy, value \$100, for best cock, cockerel, hen, pullet, and exhibition pen. \$100 sterling silver cup for finest exhibit, grand special prize "sweepstakes" cup, value \$100, presented by the president for the best Plymouth Rock cock, hen, cockerel and pullet, any variety.

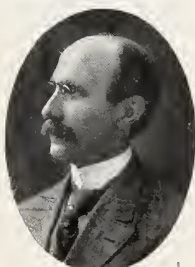
The "Ringlets" have won at New York a grand total of 101 prizes. Forty-eight of these prizes are first and specials, being more than double the number of first and special prizes won by any competitor in the history of the show.

GRAND STOCK AND EGGS FOR SALE

Richly illustrated 42-page catalogue on application. It is full of original illustrations of New York winners from life.

AMENIA, N. Y., October 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. E. B. Thompson

I cannot say more in praise of your Cyphers Incubator than was expressed in my letter of about one year ago. As a matter of fact, I consider the Improved Cyphers a practically perfect hatcher. During all my twenty-eight years experience in breeding exhibition "Ringlet" Barred Rocks I have never seen or used the equal of the Cyphers. I feel safe in putting my best "Ringlet" eggs in the Cyphers, whereas I would not trust them in a machine in which I did not have perfect confidence. This is saying a great deal, which breeders of fine exhibition birds can appreciate, because such eggs are very valuable.

The 1906 improvements which you have made to the Cyphers make it about all that can be desired. The regulator keeps the heat even and uniform. In addition to this, the machines being self-ventilating and requiring no moisture, they are easy and safe for amateurs to run.

I consider the Cyphers about perfect. Many users of the machine in this locality are highly pleased with the results of its working and the percentage of its hatches.

Yours very truly,

A handwritten signature in dark ink, reading "E. B. Thompson".

"DURING BOTH WINTER AND SUMMER WEATHER"

Office of **H. W. BLANKS**

CHERRY HILL POULTRY FARM

Specialty Breeder of Exhibition White Plymouth Rocks. Birds for sale at all times

Eggs \$3.00 per 15, \$10.00 per 100. Catalogue Free



Mr. H. W. Blanks

COLUMBIA, LA., August 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

During the past season I have given your 1906-pattern machines a thorough test and find them a decided improvement on the old-style machines of your make. Have used them during both winter and summer weather, with splendid results.

If you, breeder, fancier or marketman, are in the market—"buy a Cyphers and start right."

In the past I have used a number of other machines, but not one has ever equalled the Cyphers for hatching strong and vigorous chicks. In my hands your incubators have proved absolutely self-regulating and self-ventilating and, as is claimed for them, they require no supplied moisture whatever.

Yours truly,

A handwritten signature in dark ink, reading "H. W. Blanks".

"THE BEST INCUBATOR I EVER SAW"

WINNINGS AT MADISON SQUARE GARDEN, N. Y. CITY, 1904.

1st and 2d Cocks; 1st and 4th Cockerels; 1st Pen; \$25.00 Cup for best 2 Cocks, 2 Hens, 2 Cockerels, 2 Pullets and Pen. Four \$5.00 Gold Specials for best shaped Male, four best colored Females (tie), best colored Male and Female, best colored hackle, saddle and back—Male.

WILLIAM F. BRACE

Pres. American Leghorn Club, Mem. American Poultry Ass'n.
VICTOR, N. Y.

SINGLE-COMB BROWN LEGHORNS

Price of Eggs, \$4.00 for 13, \$7.00 for 26, \$10.00 for 40.

WINNINGS AT MADISON SQUARE GARDEN, N. Y. CITY, 1902-03.

14 prizes, including Leghorn Club best shaped Male and Female.

WINNINGS AT CHICAGO, JANUARY, 1900.

1st and 3d Cocks; 1st and 2d Cockerels; 1st, 3d and 4th Hens; 1st, 3d and 5th Pullets; 1st on Pens; \$25.00 Cash special, best 10 in class; \$25.00 Cup for the best exhibit.

Cyphers Incubator Company, Buffalo, N. Y.

VICTOR, N. Y., August 3, 1906.



Mr. Wm. F. Brace

Am pleased to again express my entire satisfaction with the Standard Cyphers Incubators. I have used them for seven years, and have found them to be in fact non-moisture and self-ventilating. I consider the regulator perfect and will say publicly that your machines are as represented by you in every particular.

After having used the 1906-Pattern Standard Cyphers Incubator an entire season, I find that it fully sustains its reputation, and therefore am glad to repeat my former endorsement of its superiority. The chicks all seemed to come out at one time, and they were fine and strong. I believe this machine will run just as well out in a tent or under an umbrella, or with anything else to protect it from storms, and would hatch practically every good egg. All I have to say is that, in my opinion, this latest-pattern machine of yours is the best incubator I ever saw. I feel that I cannot say too much in its favor.

I will also add that the Cyphers Brooders and Cyphers Chick Food are in the same class as your incubators and by their use the loss of chicks may be largely overcome.

Yours truly,

Wm. F. Brace

HAS USED CYPHERS INCUBATORS TEN YEARS

Bricault's Bred-to-Lay White Wyandottes

Are a Standard Strain of Heavy Layers Bred for Eggs by the Most Accurate
Method of Producing Persistent Layers

THE INDIVIDUAL RECORD SYSTEM

ANDOVER, MASS., August 16, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



C. Bricault, M. D. V.

Now that I have had an opportunity to test your improved 1906-Pattern Standard Cyphers Incubator during an entire season, I cannot say too much in its favor. It is perfect in ventilation and regulation. The chicks come out strong and lively and grow fast. During the ten years I have used Cyphers Incubators, no machine has given such uniformly good results as your 1906-pattern. Four hatches this season have given us 842 chicks from 904 eggs, with only ordinary care. Such a machine is a boon to the beginner, for it means success from the start. I shall freely advise my friends to buy it.

I also like your Chick Food very much and invariably have had the best results with chicks to which it was fed. My layers are all started on it and fed nothing else for the first month.

Yours very truly,

C. Bricault M.D.V.

"THE MOST COMPLETE HATCHER I HAVE EVER SEEN"

Largest Specialty Poultry Farm
in the World—120 Acres
Devoted to One Breed

U. R. FISHEL, Originator

FISHEL'S WHITE PLYMOUTH ROCKS

Beautiful

"The Best in the World"

Profitable

Winners of Special for largest and best display at World's Fair Poultry Show, St. Louis, October 24 to November 5, 1904.
Also winners at this show of more regular prizes than any other two exhibitors of this variety.

HOPE, IND., August 11, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. U. R. Fishel

After testing your 1906-pattern machine to my satisfaction, I sold all of my old incubators last winter and filled my cellar with the 1906-Pattern Standard Cyphers. They have given me splendid results. I began hatching two months later than the year before and stopped two weeks earlier, yet from the same number of machines had within 86 chicks of as many as I hatched the preceding season. You will see, therefore, that I got **much better results from the 1906-pattern.** It does not seem to me I could operate my poultry plant without your incubators. I not only get more chicks from Cyphers Incubators than I can hatch from any other make, but they are larger and stronger than from any other machine I ever operated.

Have found your machine to be **non-moisture in every sense of the word.** It is self-ventilating and I might say self-operating, for it is not as much trouble to operate as one old hen is to look after.

After using incubators for nearly twenty-five years I must say that **your 1906 machine is the most complete hatcher I have ever seen.** I wish to speak especially in praise of your new regulator, which I found to be the most sensitive and most reliable of any regulator ever used on any make of machine. **The ventilation of the new machine I regard as perfect.**

Yours very truly,

U. R. Fishel

"UNDER ALL SORTS OF CONDITIONS"

Sunny Bank Poultry Farm

Irving F. Rice, Proprietor

Sec'y and Treas. National Single-Comb White Leghorn Club

SINGLE-COMB WHITE LEGHORNS EXCLUSIVELY

Selected and Bred for superior egg production and exhibition purposes. Prize winners at leading exhibitions.

EGGS AND STOCK FOR SALE

CORTLAND, N. Y., August 6, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. Irving F. Rice

I have used your make of incubators for eight years and tested all the improvements as they have been made and each time it has seemed impossible to better them. Have operated my Cyphers Incubators **under all sorts of conditions** and always with good results.

The regulator is so easily adjusted that anyone can manage it and an amateur can secure as good results as an old operator. I have never tried additional moisture and do not believe it is necessary.

In your latest-pattern Standard Cyphers I secured my banner hatch, obtaining 191 good, strong chicks from 205 fertile eggs. I find the drop-bottom a good idea and, taken all together, I believe **your 1906-pattern incubator to be the best machine on the market.** Am at a loss to see where you will next improve it.

Yours very truly,

Irving F. Rice

The certain-sure Cyphers is a great boon to Leghorn breeders. The business of this breed is to lay, not to sit, and the Cyphers does the rest.

"WITH LESS WORK, LESS ATTENTION, AND LESS OIL"

OFFICE OF

F. C. SHEPHERD

5 Law Building,

TOLEDO, OHIO.

Specialty Breeder of

EXHIBITION BUFF PLYMOUTH ROCKS

Winners of Highest Awards at Chicago, New York, Kansas City, Pan-American Exposition and other leading shows, in strongest competition.

EGGS AND STOCK FOR SALE.

TOLEDO, OHIO, Sept. 15, 1905.

Cyphers Incubator Co., Buffalo, N. Y.



Mr. F. C. Shepherd.

I have used Cyphers Incubators exclusively since 1899, and have never had what might be called a poor hatch from them. Have repeatedly obtained 90 and 92½ per cent. hatches.

Until I received your 1906-pattern I did not think it possible to improve on my old machines, but the one trial of the 1906 convinced me that better results can be obtained from it with less work, less attention and less oil. The drop-bottom and new regulator on the 1906 style are great improvements and time savers. While in all the years that I have used your machines I have never found it necessary to use moisture, I did have to watch the humidity of the atmosphere and change my regulators accordingly, but by the improvements in the new machine one can readily understand how this is done away with.

June 17th we started this machine, and on July 9th took off a trifle better than a 90 per cent. hatch, which we consider very good, especially for the time of year. In the past I have always recommended the Cyphers to my friends and customers, and assured them that it was the best incubator I ever used, and I shall take pleasure in giving the new Standard Cyphers a still stronger recommendation.

Very truly yours,

F. C. Shepherd

USED THEM "THE LAST SIX OR SEVEN YEARS"

Office of PHILANDER WILLIAMS

Originator and Breeder of

World-Renowned "Autocrat" Strain of LIGHT BRAHMAS.

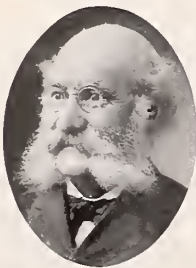
Also Breeder of

Dark Brahmas, Buff Cochins, White Cochins, White and Barred Plymouth Rocks, Buff and Silver-Laced Wyandottes, Gold-Laced Sebright Bantams, and Buff and Black Cochin Bantams, and Yellow Fantail Pigeons.

EGGS IN SEASON: 18 for \$5.00; 26 for \$8.00; 39 for \$10.00. Send for Circular and Price List.

TAUNTON, MASS., September 29, 1905

Cyphers Incubator Co., Buffalo, N. Y.



Mr. Philander Williams

I have been using Cyphers Incubators the last six or seven years and do not hesitate to recommend them to my friends, also to customers who write me, asking what incubator I advise them to buy. Your incubators regulate themselves. We very seldom touch the regulator and I never think of applying moisture.

My man who had charge of the poultry left me in the fall of 1903 and we had chickens hatched under hens and in the Cyphers Incubators. I never knew which were hatched under hens and which in the incubators. My chickens were never stronger or more healthy than that year. The fact that no one can tell which was an incubator chicken is proof that a chicken hatched in the Cyphers is just as strong, grows just as well and is as good in every way as a chicken hatched under a hen.

Yours truly,

Philander Williams

Mr. Williams has been called "the father of poultry culture in America." Few men have done as much as he for the good of the industry.

LATEST PATTERN MACHINES "ALL YOU CLAIM FOR THEM"

WYCKOFF'S GRANDVIEW POULTRY FARM

Specialty Breeders of

Wyckoff's S. C. White Leghorns,

Acknowledged Everywhere the

WORLD'S GREATEST LAYING STRAIN. UNSURPASSED IN STANDARD QUALITIES.



Mr. C. H. Wyckoff

It is our understanding that Mr. C. H. Wyckoff originated the phrase, "Business Hen of America," using it in describing his White Leghorns, which are noted for heavy egg yield. During the past 15 or 20 years, Mr. Wyckoff has done his share toward improving the utility value of White Leghorns, and increasing their popularity as prolific layers.

Cyphers Incubator Company, Buffalo, N. Y.

AURORA, N. Y., August 21, 1906

After another season's use of your incubators and brooders we can only say that our good opinion of them is strengthened. They continue to give us perfect satisfaction and the improvements contained in your 1906-pattern machines are all you claim for them, as we have found by their use this past season. With us the Cyphers has proved to be in fact a non-moisture incubator, self-ventilating and with a perfect regulating device that does its work well all the time.

We can and do freely recommend the Cyphers machines to our friends, because the results we can show from their work fully prove all we have said as to their merits.

Yours very truly,
Wyckoff's Grandview Poultry Farm,

"AFTER HAVING TRIED SEVERAL OTHER MAKES"

STOCK FOR SALE.

EGGS IN SEASON.

J. C. FISHEL & SON

BREEDERS OF

White Wyandottes

"THE ORIGINAL WORLD'S BEST"

WINNINGS:

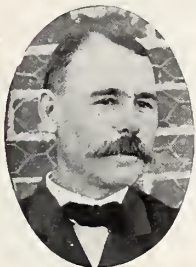
Chicago, Ill.

Cleveland, Ohio.

Indianapolis, Indiana, three successive years.

St. Louis, Mo., 1903.

Great World's Fair, St. Louis, Mo., 1904.



Mr. J. C. Fishel

Cyphers Incubator Company, Buffalo, N. Y.

HOPE, IND., August 10, 1906.

In regard to the working of the 1906-Pattern Standard Cyphers Incubator, I cannot say enough for it. After having tried several other makes of machines, we tested yours side by side with them and as a result we would not think of using any other make than the genuine Cyphers. We have found it to be non-moisture and self-ventilating, as claimed, and can freely recommend it to all our friends and customers.

Yours very truly,

TESTED WITH SIX OTHER MAKES

DR. O. P. BENNETT

BREEDER OF

SUPERIOR BARRED PLYMOUTH ROCKS

WON AT CHICAGO, 1906, 1ST, 4TH COCKEREL, 1ST, 2ND PULLET, 2ND COCK, 5TH HEN, 1ST, 5TH PEN, CHAMPIONSHIP MALE, BEST COLORED MALE AND FEMALE



Dr. O. P. Bennett

Cyphers Incubator Company, Buffalo, N. Y.

MAZON, ILL., August 4, 1906.

I have used the Cyphers Incubators during the last six years and consider them by far the best machines on the market. They are, to my personal knowledge, all that is claimed for them, being self-regulating, self-ventilating and non-moisture machines. Have found your 1906-pattern machine more satisfactory than ever and have obtained the best hatches from it I have ever had from any incubator. I have used the Cyphers Incubator in competition with six other different kinds and can honestly say it is superior to them all.

Yours very truly,

STRONG, STURDY CHICKS IN ALTITUDE OF 1,900 FEET ABOVE SEA LEVEL

JAMES E. MITCHELL

PACIFIC COAST HEADQUARTERS FOR

Duston Strain White Wyandottes

Stock and Eggs for Sale in Season

ASHLAND, ORE., July 21, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. James E. Mitchell

It gives me pleasure to report to you another successful year with my poultry, and I wish to state, in justice to you, that I have found the Cyphers Incubators manufactured by you to be the best of any I have tried for this Pacific Coast country. The altitude here is 1,900 feet above sea level, with extreme wet and dry seasons; still I have hatched at all times strong, sturdy chicks from your machines without using a drop of supplied moisture.

When I first started in the poultry business I tried three other makes of incubators—all highly advertised machines—but after repeated trials I concluded I could not afford to operate them. Your machines have given me uniform satisfaction. I entrust valuable eggs to them without hesitation and am well satisfied with results. Your machines operate like clockwork and my other makes of incubators are for sale. In future shall use the Cyphers only.

I can heartily recommend the different foods and poultry supplies you manufacture, not alone to my customers, but to all other persons in the Pacific Northwest who intend to take up poultry, either for profit or pleasure.

Yours very truly,

James E. Mitchell

EGGS WORTH \$2.00 EACH ENTRUSTED TO CYPHERS INCUBATORS

GEO. H. NORTHUP

President of and Judge for

American Black Minorca Club

MY ROSE COMB BLACK MINORCAS won at World's Fair, St. Louis, Oct. 24 to Nov. 5; 1, 2, 3 Cock; 1, 2, 3, 4 Hen; 1, 2 Exhibition Pen. At Boston, 1903: Won 1, 2, 3, 5 Cock; 1, 2, 3, 4 Hen; 1, 2, 6 Cock; 1, 2, 3, 4 Pullet; 1 Pen. Four competitors.

MY SINGLE-COMB BLACK MINORCAS have Won for my Customers more than 3,000 Prizes, Silver Cups and Medals

CABLE ADDRESS: "NORTHUP", Middle Granville, N. Y.

RACEVILLE, N. Y., August 7, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. Geo. H. Northup

My Cyphers Incubators hatch good enough Rose-Comb Black Minorca chicks for me, so that I sold three for \$35.00 before they were twenty-four hours old. (See page 216). These birds were sent out on May 31, the three weighing four ounces, which I think makes the highest price per pound ever paid for live chickens. I am highly pleased with the Cyphers machines, as they have done excellent work in my hands and in the hands of neighbors who are using them.

Many sittings of eggs from my "Special Pedigreed" Rose-Comb Black Minorcas, laid by hens for which I have refused \$180.00 each, they being the daughters of the cocks Victor and Headlight, sold for \$1,000.00 and \$500.00 each, respectively, the same eggs that I had ready sale for at \$25.00 per thirteen, were hatched in my Cyphers machines and the same machines hatched for me hundreds of Single-Comb Black Minorcas which have won high honors for my customers in the leading shows throughout the civilized world; and hundreds more now in my yards which can make equal records in the shows of the coming winter.

My experience has been that chicks hatched in Cyphers Incubators and reared in Cyphers Brooders are well born and well bred.

These sterling fowls, the Black Minorcas, have no better friend than Mr. Northup. For many years he has been a consistent advocate and foremost breeder of exhibition Black Minorcas of the single-comb variety. Several years ago he originated the Rose-Comb Black Minorcas, and his sale of nineteen birds to Mr. Henry Shultz Von Schultzenstein of Germany for \$3,400 records one of the greatest triumphs achieved in poultry culture in this or any other country.

Yours truly,

Geo. H. Northup

"I REGARD IT AS MY DUTY"

BARRED, WHITE
AND BUFF ROCKS
AND
WHITE
WYANDOTTES.

"AMERICA'S BIG FOUR"

"Rankin's Royal Rocks and White Wyandottes"

Line and Pedigree Bred from America's Greatest Sires and Champions, and Excelled by None. The Famous Original "Rankin's Royal Strains", that are Bred to Win and Bred to Pay; Bred for Quality in Every Way.

HARTINGTON, NEB., August 9, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. H. P. Rankin

Each hatch this past season caused me to realize more and more the **reliable qualities of your Standard hatchers**. Speaking from the standpoint of experience, it does not seem to me that anyone, whether beginner or expert, whether producing fancy or market poultry, or whether owning one dozen or ten thousand fowls, can afford to use any other make of incubator than the Standard Cyphers.

I have had visitors at my plant express the belief that there were other machines "just as good as the Cyphers and cheaper," and later have known these same persons to **learn by experience**—as I have done—that it would have been cheaper to throw the "just as good and cheaper" machines on the scrap pile and **get the genuine Cyphers** than to repeat their experience of putting several hundred, or possibly several thousand, good eggs into incubators that will not hatch more than one or two eggs out of every ten good ones.

I feel that it would be impossible for me to say too much in praise of your **1906-pattern machines**, because I am determined to do all I can to help my fellow poultrymen, whether friend, customer or competitor. Get started on the right road—the road to success. After what I have seen and have experienced with some of the wood, metal and pasteboard boxes now being offered to the dear public as incubators, I regard it as my duty to speak right out in meeting for the genuine Standard Cyphers, as I have done in this letter, which you are at liberty to use as you see fit.

Very truly yours,

"WITH THE BEST POSSIBLE RESULTS"

AUG. D. ARNOLD

BREEDER OF HIGH CLASS

COLUMBIAN WYANDOTTES

ST. LOUIS WORLD'S FAIR AND MADISON SQUARE GARDEN WINNERS

THIS VARIETY EXCLUSIVELY

DILLSBURG, PA., August 22, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. Aug. D. Arnold

Again this season we have used your new-pattern Standard Cyphers Incubator with **the best possible results**. Furthermore, those who have raised fowls for us and have used this style of machine have made some marvelous hatches. I know from personal experience that your improved machine has arrived **very near the perfection point**.

To show you what faith my neighbors have in the Cyphers will state that one of them placed a \$20.00 sitting of our best Columbian Wyandotte eggs in his machine, which I consider very strong proof of his great faith in the reliability of the Standard Cyphers, after having hatched with it repeatedly.

The drop-bottom feature of your 1906-pattern machine is **bound to give artificial incubation a move onward**. Have never hatched more vigorous chicks than we have with this new type Cyphers. I can and do freely recommend Cyphers Incubators to all my friends.

Yours truly,

"STURDY CHICKS WHICH WOULD LIVE AND GROW"

DR. C. J. ANDRUSS
HIGH CLASS COLUMBIAN WYANDOTTES AND
BLACK MINORCAS

Cyphers Incubator Co., Buffalo, N. Y.

CANANDAIGUA, N. Y., Aug. 31, 1906.



Dr. C. J. Andrus

Another season's use of the latest-improved pattern of the Cyphers Incubator only emphasizes the high esteem in which I had previously held it. I have run the machine this season for several hatches, beginning early in the season when the weather was cold and using it until late in June, and in each case with uniformly good results in the percentage of chicks hatched and also in the sturdy chicks which would live and grow after they were hatched. The Standard Cyphers is a life insurance policy for growth and development of the chicks hatched in it.

I have used incubators of your make during the last six years. Have given personal attention to their operation and have been pleased with the uniformly good results obtained. I consider the new-pattern Cyphers the first requisite to success in embarking in poultry raising.

Yours very truly,

C. J. Andrus

1906-PATTERN "SUPERIOR BOTH IN CONVENIENCE AND ESSENTIALS"

BRADLEY BROTHERS

LEE, MASSACHUSETTS.

Breeders of Exhibition Barred Plymouth Rocks

For fifteen years birds that we bred and raised have won at New York shows more first prizes than any other exhibitor has won on any stock

Cyphers Incubator Co., Buffalo, N. Y.

LEE, MASS., Sept. 27, 1905.



Mr. E. A. Bradley



Mr. V. W. Bradley

After using the Cyphers Incubators for years, we still hold to our high opinion as to its merits and can freely recommend it to our friends. Some of our most choice winners have been hatched in your machines. We have experienced no difficulty as to the matter of moisture and ventilation and so simple is the plan for regulation no one need fear trouble.

However, the 1906-Pattern Standard Cyphers is so much superior, both in convenience and essentials, that we are more than ever convinced you are about as close to Nature as it is possible to get, and to one raising fancy show birds this is of great importance.

Congratulating you upon your success in producing this machine, which is so eminently adapted to the needs of the fancier, as well as the poultryman, you have our best wishes for success.

Yours truly,

Bradley Bros.

"GREATEST HATCHES WE HAVE EVER HAD"

YOUNG'S STRAIN OF S. C. WHITE LEGHORNS

WE BREED AND RAISE OUR EXHIBITION BIRDS

WE ARE TO-DAY THE OLDEST BREEDERS IN THIS COUNTRY OF SINGLE COMB WHITE LEGHORNS. THE FOUNDATION STOCK OF OUR STRAIN WAS IMPORTED FROM ITALY BY MY FATHER IN 1855 AND HAS EVER SINCE BEEN BRED IN OUR YARDS. THE RECORD OF OUR WINNINGS IN THE SHOW ROOM STANDS UNEQUALED AND OUR STOCK IS KNOWN THE WORLD OVER FOR ITS SUPERIOR LAYING QUALITIES.

D. W. YOUNG, HIGHLAND, N. Y. AND RIDGEWOOD, N. J.

RIDGEWOOD, N. J., Sept. 5, 1906

Cyphers Incubator Co., Buffalo, N. Y.



Mr. D. W. Young

This has been the most successful year of my hatching and rearing chicks artificially, both in numbers and quality, and I take great pleasure in saying it has been due to the use, exclusively, of your make of incubators. Am especially pleased with your improved 1906-pattern machine. I gave it a thorough test during the summer months of 1905 and found it practically perfect—so much so that I believe its good work contributed largely to my winnings at New York and Boston last winter. If a bird is not properly hatched it never will make a prize winner, no matter what its breeding may be.

This year we have used five (5) of your latest pattern machines and have had some of the greatest hatches we have had since we began using incubators. One hatch gave us a chick from every fertile egg. I find the several improvements in your 1906-pattern machines both practical and useful, especially the nursery drawers, which are a great labor-saving device.

Very truly yours,

D. W. Young

"THIS NEW 1906 MACHINE IS ABOUT PERFECT"

W. S. RUSSELL

... Breeder of ...

BARRED PLYMOUTH ROCKS, EXCLUSIVELY

OTTUMWA, IOWA, Sept. 15, 1905

Cyphers Incubator Co., Buffalo, N. Y.



Mr. W. S. Russell.

I am pleased to report that the Standard Cyphers Incubator has been used by me during the past six years, and I have always found it to be non-moisture, self-ventilating, and the regulator is the best I have ever used. It does the work claimed for it, in fact is as represented by you in every particular.

Your 1906-Pattern Standard Cyphers marks a new departure in incubator construction. In the first test made with this new machine I hatched 135 chicks out of 175 fertile eggs, which, considering the quality of eggs used, and the lateness of the season, I consider a very good hatch. It seems to me that this new 1906 machine is about perfect, or as nearly so as it is possible to make it. Am pleased to recommend it to any one, expert or novice, who wants a first-class incubator.

Very truly yours,

Mr. W. S. Russell is known intimately throughout the central west as a judge and breeder of poultry. Furthermore, he is respected and trusted by poultrymen generally on account of his painstaking and conscientious methods. No poultry judge stands higher than he in the estimation of his fellow poultrymen.

W. S. Russell

"AVERAGE FOR SEASON BETWEEN 80 AND 90 PER CENT."

Welleslea Poultry Farm

STRATFORD, CONN.

C. H. Welles, Prop. and Mgr.

Barred Rocks that Win. Welleslea Strain.

WINNERS OF HIGHEST HONORS AT MADISON SQUARE GARDEN, NEW YORK.

STRATFORD, CONN., September 5, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. C. H. Welles

I have used the Standard Cyphers Incubator for several years and my personal experience is that it will hatch a larger percentage of strong, healthy chicks than any other machine I have used thus far. I do not wish to depreciate other makes, as there are many kinds I am not familiar with, but I will say that the Standard Cyphers has turned out some wonderful hatches for us, and will do all that is claimed for it.

We are more than pleased with your 1906-pattern machine and take pleasure in recommending it to all intending purchasers of incubators. I have had two 95 per cent. hatches in my 1906-pattern machine and the average for the season has ranged between 80 and 90 per cent. This is an excellent record and no better proof of its merits is needed. Congratulating you on your success, both as investors and manufacturers, I am,

Respectfully yours,

C. H. Welles

TWO WEEKS WITHOUT A THERMOMETER

A. C. LEDUC

Breeder of Exhibition

BARRED PLYMOUTH ROCKS AND SILVER LACED WYANDOTTES
OF THE RICHEST PRODUCING BLOOD LINES IN THE WORLD

Exhibition Birds and Birds of Rare Breeding Merit a Specialty

Birds of our breeding have won the highest honors in our own hands and in the hands of our customers at the best shows in America and Canada, including Madison Square Garden, N. Y., Chicago, Illinois, Cleveland, Ohio, Indianapolis, Ind., Pittsburg, Pa., and the World's Fair, St. Louis, Mo.

Cyphers Incubator Company, Buffalo, N. Y.

CHENOA, ILL., August 4, 1906.



Mr. A. C. LeDuc

We have closed our fourth year with the Standard Cyphers Incubator and the past season has been our most successful one in hatching strong chicks and lots of them. We ran one of your machines in an up-stairs room and one in the cellar and we could notice no difference, either in the working of the machine or the chicks hatched. My Cyphers machine hatched a greater percentage of chicks than did my hens. This should be very gratifying to you, when it has often been said that it is impossible to improve upon Nature.

I am so confident of the regulator working perfectly on the Standard Cyphers that when I ran my last hatch I set the regulator at 103 and after the first day ran the machine two weeks without the aid of the thermometer and the hatch came off just on time, with a high percentage.

Very truly yours,

A. C. LeDuc

Ask any leading fancier on the floor of any poultry show room in America what he thinks of the Cyphers Incubator; we will abide by the result. The Cyphers Incubators make friends and the Cyphers Company, by its earnest, fair and business-like methods, keeps them.

"WE CANNOT RECOMMEND YOUR GOODS TOO HIGHLY"

WILBER BROS.

ORIGINATORS, SPECIAL BREEDERS AND SHIPPERS OF
WILBER'S GEM STRAIN BRED-TO-LAY-AND-WIN

SINGLE-COMB WHITE LEGHORNS

LINE BRED SINCE 1893

THE WORLD'S BEST

Acknowledged the Heaviest
Laying Exhibition Strain
None Better Anywhere

SATISFACTION GUARANTEED

OUR SPECIALTY
Exhibition, Breeding Stock,
Eggs of the Highest Quality
in all Seasons at Low Prices

Cyphers Incubator Company, Buffalo, N. Y.

PETROS, TENN., August 8, 1906.

We are pleased to say that all of our last season's winners were hatched in your 1905 and 1906 Cyphers Incubators and reared in your Style A Outdoor Brooders. Our fowls are fed on your prepared chick foods, and we sold many of these birds at big prices into most every State in the Union and shipped them to several foreign lands. At the banner southern show, in a class of 106 birds, the eight birds we exhibited were awarded four firsts, two seconds and one third prize, besides a silver cup.

This season we are adding more of your 1906 Incubators and Style A Brooders, which have fully proved their high quality. We are pleased to acknowledge our entire satisfaction with your machines, foods and other supplies, having obtained as high as 98 per cent. hatches from your incubators and our losses have been less than 5 per cent. of the chicks reared in your Style A Outdoor Brooders and brought up on your balanced-ration foods. We cannot recommend your goods too highly, as they are all you claim for them, in fact, we credit most of our success in hatching and rearing many fine birds each year to the use of Cyphers Incubators, Brooders and foods, and gladly recommend them to all our friends and customers.

Yours very truly,

Wilber Brag

"CYPHERS GIVES BY ALL ODDS THE BEST RESULTS"

Established 1884.

Yards one-half mile west of city.

O. E. SKINNER

THOROUGHbred
POULTRY . . .

Barred Plymouth Rocks. Buff and Partridge Cochins.

Send for Catalogue of My Winter Laying Strains.

Cyphers Incubator Company, Buffalo, N. Y.

COLUMBUS, KAS., September 3, 1906.



Mr O. E. Skinner

Referring to the 1906-Pattern Standard Cyphers Incubators I have used the past year, I wish to say that I do not see how they can be improved. The machines sold through my influence in this territory have given universal satisfaction. Some of them were bought to replace other makes. I have operated a number of different makes of incubators, but find that for all-the-year-'round hatching the Cyphers gives by all odds the best results. It hatches stronger chicks and a larger per cent. I have been a Cochin breeder for over twenty years. The Cyphers hatches these thick-shelled eggs better than any other incubator. Have used Cyphers machines since their first introduction, and they require absolutely no moisture, and the regulation is perfect.

Another prominent make of incubator was in operation in the same room with your new-pattern machine, and was run under exactly the same conditions, but it brought out only about 60 per cent. as many chicks, and they were sickly looking, that is, diminutive in size, while the 1906-pattern chicks came out plump and healthy. That is more than half the battle. Some machines will hatch a goodly number of chicks, but they are small, while the Cyphers 1906-pattern hatches out the big, plump kind—the kind that live.

Very truly yours,

Hatching the thick-shelled eggs of Brahmas and Cochins is a fair test of a good incubator. A poor machine will do fairly good work with Leghorn eggs, when the season is at its best, but it requires a properly-constructed and perfectly-regulated incubator to give satisfaction when the eggs of the Asiatic birds are used.

O. E. Skinner

"FRIENDS THANK ME FOR HAVING DONE SO"

Rose Lawn Poultry Farm

ARTHUR G. DUSTON, Proprietor

WHITE WYANDOTTES

(Specialist Breeder)

Cyphers Incubator Company, Buffalo, N. Y.



Mr. Arthur G. Duston

SO. FRAMINGHAM, MASS., September 22, 1906.

It is a pleasure to be able to again say something of my experience with Cyphers Incubators, which I have used continuously ever since the very first ones were put on the market ten years ago.

After an entire season's use with the 1906-Pattern Standard Cyphers, and after advising numerous patrons of mine as to what make of incubator will prove the surest and best in obtaining for them large hatches of strong chickens, I can only emphasize my former report, and am glad to say I have yet to find one party that felt that any mistake had been made in buying your machines. I am intending to add several more of your machines to my present outfit, and will take the matter up with you later.

It is my belief, after ten years of experience and observation, that **anyone can get good results from your machines.** It has been a pleasure for me to recommend the Cyphers Incubators to my friends, for the reason that it is a machine that I can honestly testify to and one that the amateur as well as the experienced can get good results from. Best of all, these friends thank me later on for having done so.

Yours very truly,

Arthur G. Duston

Mr. Duston has earned the right to the title of America's foremost breeder of White Wyandottes. During the past seven or eight years he has produced literally thousands of prize winners.

"TRIED ABOUT A DOZEN OTHER WIDELY ADVERTISED MAKES"

CHAS. V. KEELER

STOCK GUARANTEED AS REPRESENTED
OR MONEY REFUNDED

BREEDER, EXHIBITOR
AND EXPORTER OF

"QUALITY IS REMEMBERED
LONG AFTER PRICE IS FORGOTTEN."

HIGH-CLASS WHITE WYANDOTTES

WINAMAC, IND., August 5, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. Chas. V. Keeler

Starting eight or nine years ago with only one 120-egg Cyphers machine, I was very skeptical as to the merits of it because I had previously tried about a dozen other widely advertised makes and could not hatch chickens satisfactorily with any of them. Some would not hatch five per cent. of the fertile eggs. Others hatched fairly well, but invariably the chicks lacked vitality. They hatched out weak and would not grow. I was beginning to think prize birds could not be raised by artificial means. About that time, however, I decided to make one more trial, hence bought the 120-egg Standard Cyphers. Had made up my mind that if it did not "prove out" I would quit incubators for good. It was higher priced than the other machines I had bought and tried, but I am glad to say that I found it very much cheaper in the end. The chicks I hatched from it were really stronger than those hatched under hens year by year and developed into larger and finer prize winning specimens.

I now have six (6) 240-egg size Standard Cyphers machines in my incubator cellar and they have proved very satisfactory the past season, especially the 1906-pattern. The average percentage of hatches for the whole season was above 80 per cent. of the fertile eggs. May 10 I got 173 chicks from 185 tested eggs, all of them hatching in less than twenty hours. I now have about 2,000 chicks, all hatched in the Cyphers machines. They are being raised on Cyphers Chick Food and are growing like weeds.

Very truly yours,

Chas. V. Keeler

"THE BEST INCUBATOR NOW ON THE MARKET"

M. S. GARDNER

D. M. DUNNING

GARDNER & DUNNING

Breeders of Barred Plymouth Rocks

Our Record at New York: 10 first prizes in four years, or as many as all competitors. We have won at New York, since 1899, more 1st and 2d prizes on males, bred and raised by us, than any other breeder in America.

AUBURN, N. Y., August 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. M. S. Gardner

The season just past has confirmed the good opinion we already had of your machines. We believe that the latest-improved Cyphers 1906-pattern machine is, without a question, the best incubator now on the market and it will hatch a larger percentage of strong chicks than any other machine we have ever seen.

During the last eleven years we have experimented with nearly all the leading makes of incubators, and are so thoroughly convinced that the Cyphers is better than any of its competitors that we have discarded all other kinds and henceforth shall use only the Cyphers machines. We have found the Cyphers to be better ventilated than the other kinds we have tried and more easily regulated. We have not found it necessary to use any moisture pans in the Cyphers, as these machines have taken care of the moisture problem satisfactory. We deem it a pleasure to recommend the Cyphers to our friends.

Yours very truly,

Gardner & Dunning
per M.S.G.

IS SORRY THEY ARE NOT ALL CYPHERS

EXMOOR FARMS

AND COLLIE KENNELS

Importer, Exporter and Breeder of High-Class Poultry, Chickens, Ducks, Geese
and Collie Dogs.

EDGAR A. WEIMER, Proprietor.

LEBANON, PA., August 11, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. Edgar A. Weimer

After giving your 1906-Pattern Standard Cyphers a thorough test and trial during the hatching season just closed, Exmoor Farms is prepared to state that your machines can be depended upon to produce excellent results. We have just gone through a successful season, having hatched about 6,000 chicks and ducks from our sixty-two varieties. We have thirty-three (33) incubators in our large cellar and twelve (12) in our smaller one, but I am truly sorry to say that they are not all Cyphers. However, it may be interesting to you to learn that after two hatches in our numerous machines of other makes, we discontinued their use and are now offering them for sale. The enclosed circular, which I am sending you, will show a partial list of the number of makes we have and which will also prove to you that we mean to get them out of our sight, even if we must use them for fire wood.

From a fancier's point of view, allow me to tell you that I have 1,500 young Single-Comb Brown Leghorns at Exmoor Farms, which were hatched in Cyphers Incubators and I intend making the "boys" at Madison Square Garden hustle this year.

Yours truly,

Edgar A. Weimer

"FIND IT MUCH SIMPLER TO OPERATE"

J. M. WILLIAMS & CO.

Importers and Breeders of

PRIZE WINNING BUFF ORPINGTONS

Winners at World's Fair, Detroit, Grand Rapids and Chicago

STOCK OF QUALITY FOR SALE

NORTH ADAMS, MICH., August 7, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

Having completed our 1906 season in hatching with your latest-pattern incubator, we have had a chance to watch this machine carefully in every detail, side by side, with your old-style machines and find it much simpler to operate, the lamp and ventilation being so complete and reliable when once regulated that a child can run it practically as well as an expert.

In comparing your latest-pattern machine with the old-style Cyphers, we find it simplified so that the better results are beyond question. The old-style Cyphers demanded attention in keeping the ventilation right, but with the new pattern we fill the lamp in the morning and at night and on the 20th day the new chicks are out and ready for business.

If we were to buy a dozen new incubators tomorrow, they would all be your 1906-Pattern Standard Cyphers.

Yours very truly,

J. M. WILLIAMS & CO.



Mr J. M. Williams

"THE KIND THAT LIVE AND GROW"

Talcott Poultry Yards

Breeder of

PRIZE-WINNING BARRED PLYMOUTH ROCKS

Cyphers Incubator Company, Buffalo, N. Y.

ENGLEWOOD, COLO., September 6, 1906.

I am still using the Standard Cyphers Incubators, including the 1906-pattern put in late last season, and consider them the best on the market, as I wrote you last year. They always turn out strong, well incubated chicks for me, the kind that live and grow, if properly brooded.

Yours truly,

J. M. Talcott

Mr. Talcott is one of Colorado's best known and most successful breeders of Exhibition Barred Plymouth Rocks. He has been a lover and fancier of fowls during many years.

"THEY ARE MOST SIMPLE TO OPERATE"

W. H. ARPS

BREEDER OF

EXHIBITION BARRED PLYMOUTH ROCKS AND BROWN LEGHORNS

Cyphers Incubator Company, Buffalo, N. Y.

SANTA CRUZ, CAL., July 6, 1906.

Have had fine success with the two 1906-pattern machines I purchased from you. When they arrived I helped my man uncrate and set them up, then left the rest to him. Our first hatch gave us 592 chicks; second hatch, 600; third hatch, 583. They are most simple to operate. My man had never run an incubator before, and it was more than gratifying to see how well they did the work. Even the big earthquake that helped to ruin San Francisco, had no apparent effect on the hatch in progress at that time. The eggs were in nine days when the shock came, yet they brought out 583 fine chicks. I cannot praise your machines too highly. Shall recommend them to all who contemplate the rearing of chicks.

Wish also to state that I find your Chick Food first class. It is all feed, not a lot of waste.

Respectfully yours,

W. H. ARPS.



Pullet bred by W. H. Arps.
Illustration shows feathers
from four sections.

"MOST PRACTICAL HATCHING MACHINE ON THE MARKET"

Riverview Stock Farm

A. C. Hawkins, Proprietor.

President of THE NEW ENGLAND PLYMOUTH ROCK CLUB

AND

THE AMERICAN BUFF PLYMOUTH ROCK CLUB.

Hawkins' Royal Blue Strain, Barred, White and Buff Plymouth Rocks,
Wyandottes, Silver, White and Buff.

Have Won More Prizes at the Leading Shows of America and England than All Others.

LANCASTER, MASS., Oct. 9, 1905.

Cyphers Incubator Co., Buffalo, N. Y.



Mr. A. C. Hawkins

After several years experience with the Cyphers Incubator, I consider it the most practical hatching machine on the market. The regulator is entirely reliable and the ventilation is so perfect that the chicks hatch strong and ready for business.

The Cyphers Brooder has "smashed all records." Out of fifty Barred Rock chicks which we put into it we raised forty-eight to maturity. Out of another lot of fifty Buff Plymouth Rock chicks we raised forty-seven. This brooder stood out of doors under a simple shed roof, without any front, back or sides and was therefore exposed to all kinds of weather. These chicks were hatched in the Cyphers Incubator from eggs from my best matings and grew to be as strong and fine a flock as I ever saw raised by hens. In my opinion, the Cyphers Brooders will raise every strong, healthy chick with proper care.

Your 1906-pattern of the Standard Cyphers is surely the nearest to perfection of any I have seen and I can recommend it to all who contemplate the use of incubators.

Yours truly,

A. C. Hawkins

Estimated on the basis of the number and quality of standard-bred fowls produced and sold by him during the past quarter of a century, Mr. Hawkins has earned the proud title of being America's foremost poultryman.

"NOT AN EGG DID WE SET UNDER HENS"

KNAPP BROTHERS

1882

FABIUS, N. Y.

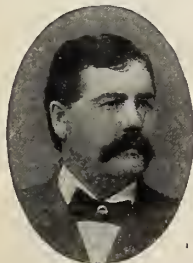
1906-07

Headquarters for the Leading Strains of Pure

**STANDARD WHITE LEGHORNS AND
WHITE WYANDOTTES**

FABIUS, N. Y., October 20, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Twenty-one years ago the 18th day of last April we began to use incubators in our poultry business. On that date we paid \$150 for a 500-egg Perfect Hatcher—so called. That machine was controlled by a thermostat, clock and battery and did good service for those early days of artificial incubation. Anxious to succeed, and being somewhat ingenious, we built an incubator that did the business pretty well, but like the Perfect Hatcher it required night watches to get good results. Later came along the Andrews Hatcher, the Monarch, the ———— and others. We owned and operated each of these. Last, and best of all, came the Cyphers, of the first, second and third editions, and truly, with our experience and judgment from which to draw conclusions, we really do not see how this "latest edition"—your 1906-Pattern Standard Cyphers Incubator—can possibly be improved upon.

It still takes twenty days to hatch chickens, but the best results we ever have had in numbers and quality of chicks, were obtained this past season by the use of your latest-improved incubators—and not an egg did we set under hens.

Respectfully,

Knapp Bros

"THE BEST PEDIGREE MACHINE I EVER HAD"

OUR MOTTO:—ENGLAND'S BEST IS NONE TOO GOOD FOR AMERICA

W. H. & M. E. BUSHELL

IMPORTERS AND BREEDERS OF

SINGLE COMB BUFF ORPINGTONS

EXHIBITION BIRDS A SPECIALTY

DAVID CITY, NEB., August 15, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. W. H. Bushell

After running your new Standard 1906-pattern incubator this season, I have nothing to take back of what I said in its favor last year. The work done by it this season was entirely satisfactory. I had good hatches and strong chicks, free from cripples, and these chicks were very easy to raise in brooders. I cannot speak too highly in praise of the incubators you make after having used them several years. I have found your 1906-pattern incubator the best pedigree machine I ever had. The nursery drawers give plenty of room to receive the chicks and by their use I can keep the chicks separate. I have the finest lot of chicks I ever had, all hatched in your machines, except that a hen stole her nest and hatched out one lot, but the Cyphers chicks are the largest and best.

I can fully recommend your 1906-pattern machine to any one wanting a first-class hatcher. It is certainly all that you claim it to be.

Yours very truly,

W. H. Bushell

HAS USED INCUBATORS TWENTY-ONE YEARS

W. W. KULP

BREEDER OF THE FINEST

Rose C. Brown Leghorns (The Leaders of the World), Single C. Browns (Winners in New York), Barred Rocks, White Wyandottes, R. and S. C. White Leghorns, Buff Wyandottes, Buff Rocks and Light Brahmas. Silver Sebright Bantams and Pekin Ducks.

POTTSTOWN, PA., August 31, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. W. W. Kulp

I used the Cyphers throughout the season of 1906 and have found the 1906-pattern to do fine work, as well as the older machines of your make that I own. The new type Cyphers certainly runs very exact and will hatch strong chicks and many of them.

Before I used the Cyphers I had cripples in every hatch, but they are very few in the Cyphers. I consider them the best machines made today and the cheapest, too, for the work we want them to do. I think I know something about incubators, for I have used them twenty-one years.

Yours very truly,

W. W. Kulp

After being "a user of incubators for 21 years" Mr. Kulp has at last found one that is certain in results. Now he is hatching prize winners by artificial means.

"THE HATCHES WERE UNIFORMLY GOOD"

WOODSIDE FARM

J. L. JEFFERSON, OWNER,

BREEDER OF

WHITE ROCKS AND WHITE WYANDOTTES

WOODSIDE FARM PRODUCES ALL BIRDS SOLD, INCLUDING ITS PRIZE WINNERS. "IT NEVER BUYS TO RE-SELL." THIS FARM, WHICH CONTAINS 135 ACRES LIES ONE AND ONE-HALF MILES SOUTH OF DES PLAINES, AND IS SEVENTEEN MILES FROM CHICAGO, ON THE CHICAGO & NORTHWESTERN RAILWAY.

DES PLAINES, ILL., August 7, 1906.

Cyphers Incubator Company, Buffalo, N. Y.



Mr. J. L. Jefferson

I gave the 1906-Pattern Standard Cyphers a good trial this spring and have found it everything you claim. In controlling the temperature it was somewhat ahead of the old machines, which I have always thought were about as near perfect as could be built. The hatches were uniformly good, all running over 80 per cent., and what I consider the best of all, the chicks came out strong and lived and grew like weeds. I have cockerels that were hatched March 10th, which today, August 7th, weigh between seven and eight pounds, and pullets that started laying July 20th. I believe these results come largely from giving the chicks the right kind of a start in the world. A chick well hatched is worth a dozen that are poorly hatched. I have used Cyphers Incubators during several years, have placed my best eggs in them without misgivings and have hatched in this manner scores of prize winners at the largest exhibitions held throughout the west.

Yours very truly,

J. L. Jefferson

LEADING POULTRY JOURNALS

For the convenience of readers of this catalogue we give herewith a list of the leading poultry journals published in America, with their addresses.

	Number of Pages	Size of Page	Price per Year		Number of Pages	Size of Page	Price per Year
American Poultry Advocate, Syracuse, N. Y.	40 to 80	9x12	\$0.50	Northwest Poultry Journal, Salem, Ore.	40 to 60	9x12	\$0.50
American Poultry Journal, Chicago, Ill.	52 to 166	9x12	.50	Pacific Fancier, Los Angeles, Cal.	36 to 50	9x12	.50
American Poultryman, Dayton, Ohio	28	7x10	.50	Pacific Poultryman, Seattle, Wash.	32	9x12	.50
American Fancier, New York, N. Y.	16 to 24	10x14	1.00	Petaluma Poultry Journal, Petaluma, Cal.	24 to 36	11x14	1.00
Canadian Poultry News, Owen Sound, Ont.	12 to 16	9½x13½	.25	Poultry, Peotone, Ill.	32 to 48	12x15	1.00
Canadian Poultry Review, Toronto, Ont.	48 to 76	9x12	.50	Poultry Culture, Manhattan, Kas.	20 to 48	9x12	.25
Commercial Poultry, Marseilles, Ill.	36 to 84	8x11½	.50	Poultry Gazette, Clay Center, Nebr.	24 to 60	8½x11½	.25
Fancier's Monthly, San Jose, Cal.	32 to 48	9x12	.75	Poultry Herald, St. Paul, Minn.	28 to 60	8x12	.50
Fancy Fowls, Hopkinsville, Ky.	28 to 36	9x12	.25	Poultry Husbandry, Waterville, N. Y.	24 to 40	9x13	.50
Farm Poultry, Boston, Mass.	16 to 32	11x15	.50	Poultry Item, Sellersville, Pa.	36	8x12	.25
Feather, The, Washington, D. C.	28 to 64	10½x13½	.50	Poultry Keeper, Quincy, Ill.	32 to 72	9x12	.50
Game Fancier's Journal, Battle Creek, Mich.	16 to 20	8x12	.50	Poultry Life of America, Belton, Tex.	24 to 32	9x12	.50
Helpful Hen, Topeka, Kas.	20 to 36	9x12	.25	Poultry Topics, Lincoln, Nebr.	20 to 36	8½x11½	.25
Industrious Hen, Knoxville, Tenn.	32 to 64	9x12	.50	Poultry Tribune, Freeport, Ill.	40 to 100	9x12	.50
Inland Poultry Journal, Indianapolis, Ind.	48 to 100	9x11	.50	Poultry Success, Springfield, Ohio	52 to 124	9x12	.50
Live Stock Tribune, Los Angeles, Cal.	24 to 30	9x12	.50	Progressive Poultry Journal, Mitchell, S. D.	24 to 26 11½x8½		.50
Michigan Poultry Breeder, Battle Creek, Mich.	24 to 30	9x12	.50	Reliable Poultry Journal, Quincy, Ill.	76 to 172	9x12	.50
New England Poultry Journal, Hart- ford, Conn.	24 to 40	9x12	.50	Southern Fancier, Atlanta, Ga.	44 to 72	8x12	.50
				Southern Poultryman, Dallas, Tex.	32 to 48	9x12	.50
				Southern Poultry Journal, Dallas Tex.	44 to 82	9x12	.50
				Successful Poultry Journal, Chicago, Ill.	36 to 100	8½x11½	.50
				Western Poultry Journal, Cedar Rapids, Ia.	32 to 80	10x12	.50
				Western Poultry World, Denver, Colo.	32 to 40	7½x11	.50

NOTICE.—The Cyphers Incubator Company will be pleased to receive subscriptions for any of the above-named poultry papers at prices that make it worth while for you to write us. On any two papers sent for at one time deduct 10 per cent.; on any three, 15 per cent; on any four, 20 per cent.



ENGLAND



AMERICA



AMERICA



AMERICA



ENGLAND



BOHEMIA



DENMARK



HOLLAND



GERMANY



HOLLAND



NETHERLANDS

"WORLD'S STANDARD HATCHERS"



EUROPEAN HEADQUARTERS
CYPHERS INCUBATOR COMPANY,
119-125 FINSBURY PAVEMENT,
LONDON, ENG.



BOHEMIA



DENMARK



HOLLAND



GERMANY



HOLLAND



NETHERLANDS



GRONINGEN



DENMARK



GERMANY



GERMANY



DENMARK



GRONINGEN



THE illustration on the opposite page tells its own tale of the success of Cyphers Incubators in foreign lands. The medals have been won in competition with the leading makes of incubators. Just as the center medal at the top of the page represents our success at America's biggest show—The World's Fair, St. Louis, and the adjoining medals are representative of our success at the Pan American and Lewis and Clark Expositions, so do the other medals represent our winnings at the more important shows held in foreign lands. The Cyphers Company does not exhibit at many shows; it selects the biggest shows where competition is strongest, and confines itself to those. By this course the Company is assured that the medals it wins are secured for *Merit* and that judgment will be given by leading experts competent to pass judgment upon the mechanical construction of the machine; its practicability for hatching; its economy and safety in heating, and its appearance. For superiority in these particulars the medals pictured on the opposite page have been awarded. They are the best obtainable evidence that Cyphers Company Incubators have a reputation for work that is world-wide—in other words they are the "World's Standard Hatchers."

Cyphers Incubators are now in successful use in every country on the globe where poultry is grown for market. For obvious reasons they have been received with special favor in English-speaking countries. In the pages next following we present as many reports as we can spare room for in this catalogue, telling of the satisfactory results obtained by our customers in England, Germany, Holland, Denmark, Sweden, France, Belgium, Switzerland, Russia, Australia, Tasmania, New Zealand, British South Africa, Japan, Hawaii, Cuba, Porto Rico, the West Indies, Mexico and several South American countries. Our foreign catalogue—a book similar to this, contains full information upon these points and many more testimonials than we can print here.

Many of the largest and most noted poultry plants in England, Germany, Holland, Denmark, France, Belgium, New Zealand, Australia, South Africa, Mexico and South America have adopted the Cyphers, several of them having tried and discarded other makes, including all the well-known machines of both foreign and American manufacture. A large number of diplomas, certificates of merit, and gold, silver and bronze medals (in addition to those shown on the opposite page) have been awarded Cyphers Incubators and Brooders at the principal exhibitions held in European Countries.

Imitation is said to be the sincerest flattery. In its home country, where the principles embodied in the Standard Cyphers Patent-Diaphragm, Non-moisture, Self-Ventilating Incubators are covered by United States patents, our imitators dare only claim that their machines are like the Cyphers. The law will not permit them to do more than this. In order that our trade and friends in foreign countries may be protected against "pirated" imitations, we have taken out in each country a registered trade-mark, as shown herewith, in order that all may know whether or not they are buying the "Genuine Cyphers, made in U. S. A." Every genuine Cyphers Incubator, no matter where found, bears this trade-mark.



Registered in Twelve Countries.

CYPHERS INCUBATOR COMPANY.



Nash Poultry Farm, Dunmow, Essex, England, H. C. Nash, Proprietor.

"Owing to My Non-Success with Machines of Other Makes"

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Stone Hall, Dunmow, Essex, England.

After several years of experience with incubators of various makes, both hot water and hot air, I have no hesitation in saying that the Cyphers is by far the best. The reason, in my opinion, is the perfect system of self-supplied moisture and automatic ventilation, which is only to be found in the Cyphers. The accuracy of the regulator cannot be surpassed, and the management of the machine is so simple that an utterly inexperienced person should be able to operate it and secure good results. Owing to my non-success with machines of other makes, and the consequent loss of valuable time and eggs, I had given up artificial incubation, and looked upon it simply as a hobby and entirely unsuited for practical purposes. It was only by the strong recommendation of a friend and by seeing his results that I was induced to buy the Cyphers, and I need hardly state that I have not regretted my experiment. My largest hatch has been 109 chicks out of 110 eggs, while my average hatches have been 93 per cent. of fertile eggs. I have used the Style A Outdoor Brooder with great success, and, in my opinion, there is nothing on the market at the present time to touch it. The loss of healthy chickens, even in hot weather, is practically nil. All the Cyphers goods I have had have been excellent and I can heartily recommend them.

Faithfully yours,

HARRY C. NASH.

ENGLAND

York House, Worcester Park, Surrey, May 28, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I am quite satisfied with the general working of my 60-egg Cyphers Incubator. It is absolutely non-moisture, the regulator works splendidly and I find it requires very little attention and is much easier to manage than the hot-water tank machine which I formerly used. My largest hatch this season has been 42 out of 48 fertile eggs—the second was almost as good, being 41 out of 50, an average of about 85% of the fertile eggs.

B. BONSOR.

SOUTH AFRICA

Rondebosch, Cape Colony.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I think I may claim to be the first operator of the Cyphers Incubator in South Africa. Some four or five years ago I imported three 60-egg machines for self and two friends, the result being so satisfactory that I at once advised them to secure the

agency, which after some little delay they succeeded in doing, and giving me the oversight of the department, with what results you are already aware. It has been rather uphill work so far, the poultry industry being still in its infancy in the South, but the Cyphers Incubator now holds a position second to none in public opinion, the hot-water machines being quite knocked out. I may say that I have my first Cyphers machine in use at the present moment, and although unprovided with the bottom ventilator, it has never hatched less than 80% in any hatch of hen eggs.

S. SMITH.

ENGLAND

Bedfont, Feltham, August 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

We are pleased to say that we have again had a very successful hatching season with the incubators of your manufacture. Our largest hatch was 297 chickens out of 360 eggs.

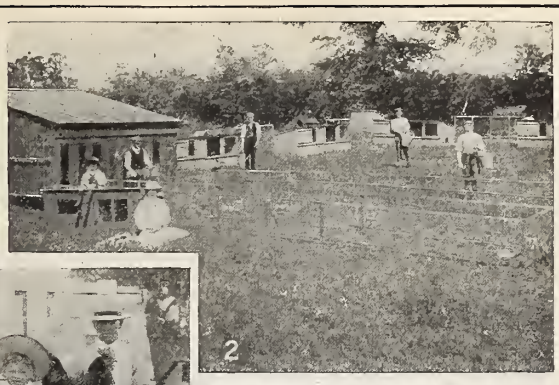
BENNETT BROS.



Bennett Bros. Poultry Farm, Bedfont, Feltham, England.



1. Colony Breeding Houses on the Litting & Sanderson Poultry Farm, near Birmingham, Eng.



2. New Colony Breeding Houses on Litting & Sanderson Poultry Farm, near Birmingham, Eng.



3. Two Winning Black Orpingtons hatched in Cyphers Incubator.

WALES

Blaenpant, Boncath, May 30, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

The Cyphers Incubator has been so satisfactory that I have disposed of all my hot-water incubators by the best known makers of the day and shall use Cyphers only next season.

The points in which I find your incubators excel are the following:

- (1) Great saving of labor, an important item when one runs twelve incubators.
- (2) Your perfect system of pedigree marking, quite impossible with any tank machine.
- (3) It is a perfect non-moisture machine, as proved by the clean hatching of the chicks, many of the chicks coming out leaving the shell at first glance unbroken.
- (4) Nothing could possibly be more satisfactory and simple than your regulation of the temperature.
- (5) My worst hatches have never been below 75% and my best 99%.

A. BRIGXODE.

IRELAND

Hill Poultry Farm, Lisburn, July 10, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I have pleasure in informing you that on the 7th inst. my Cyphers Incubator hatched sixty-five healthy chicks from seventy-eight fertile eggs, making a percentage of 83.3. These machines require no added moisture, are perfectly self-ventilating, and are fitted with a sensitive regulator which when properly adjusted will hold the temperature of the egg chamber to a fraction of a degree. In my opinion they are not surpassed by any similar machine on the market.

JOSEPH A. BEGLEY

IRELAND

Kenmare Bay, Kerry, June 11, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I have found your incubator to be entirely satisfactory to me in every respect. My largest hatch from same has been about 90 per cent. of the fertile eggs, the average hatch being about 80 per cent. I have found your incubator to be a reliable, non-moisture, self-ventilating machine and I would cheerfully recommend it to any one requiring an incubator worthy of the name.

JOSEPH D. HAGERTY

COLESHILL HEATH PRIZE POULTRY FARM,

MESSRS. LITTING & SANDERSON, Proprietors.

BREEDERS OF

Exhibition Buff and Black Orpingtons, Buff and Barred Plymouth Rocks, Rhode Island Reds, and Blue-Laced Wyandottes.

Birds of our production have won prizes at all the leading shows in England, including the Palace, Dairy, Birmingham, Royal, etc. Exhibition and breeding stock a matter of correspondence. Eggs in season.

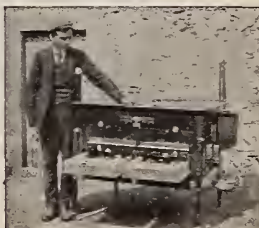
Cyphers Incubator Company, Buffalo, N. Y. U. S. A.

Coleshill Heath, near Birmingham, England.

The past spring and summer we ran two Cyphers Incubators *alongside of five costly machines built in this country* and so pleased were we with the results from the Cyphers that we placed orders with you *for six more Cyphers Incubators, six more of the Style A Outdoor Brooders* and one of your four-section, sectional brooders, all for use on our poultry farm. Next season we expect to require more of them, for we are developing, step by step, one of the largest exhibition and utility poultry plants in England.

Sincerely yours,

Litting & Sanderson



Stirlingshire Poultry Farm
Denny, Scotland.

HOLLAND

Utrecht.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

The four Cyphers Incubators I bought of you three years ago have given excellent results, and the three Style A Brooders you sent me have proved a perfect success. The regulator on the Cyphers is the best in existence; that is the reason beginners can operate the Cyphers without trouble. I never saw another incubator that was, in fact, a non-moisture machine. It is a pleasure to me to recommend the Cyphers—a machine that has done so much for the poultry business. The Cyphers will be the incubator used by all progressive poultrymen in Holland.

Very truly yours,
J. W. PLANTEN.



Cyphers Incubator in Use by Members of Dutch Utility
Poultry Club. Holland.

SCOTLAND

Denny, June 6, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Last year was the first I tried the Cyphers Incubator. I procured one, 360-egg size early in the spring and another about midsummer. Both incubators were kept running until September, the hatches averaging about 90% of good eggs. This season I am operating thirteen of your incubators—largest size. About 300 chicks from one incubator is quite a common result. I find the chicks hatch out very strong. I have never had a mishap with a single hatch, and have had shoals of letters testifying to the strength and vivacity of the chicks. The Cyphers is in strict fact a non-moisture machine, and there is not the slightest doubt about its excellent self-ventilating properties, and it holds the temperature to a degree without variation. I have tried other incubators but have found none half so good as the Cyphers; it is now the only incubator I recommend to my friends, as I consider it the best possible hatcher now on the market, and your claims as to its worth are in strict accordance with my own experience of it.

R. MILLER, Stirlingshire Poultry Farm.

BELGIUM

St. Josse.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I am very well pleased with the 120-egg incubator and also with the brooder. Here is the result of the first hatch: Out of 25 fertile eggs I had 21 healthy chickens, one chick dead in the shell and three which did not come to maturity.

V. HUYLEBROECK.

BRITISH WEST INDIES

St. Thomas, Barbadoes, Endeavour Plant.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I kept one of your No. 0 machines running continuously without any intermission from December last to May this year, and my average hatch was at least 90 per cent. of the fertile eggs. I have taken pains to recommend your machines on the strength of the work mine has done. I am, Yours truly,

J. W. B. R. RIS, JR.

FRANCE

St. Aubin-sur-Scie, June 13, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Here at Ferme Douglas, your machines are giving entire satisfaction. We are agreeably surprised with results of hatches, from eggs laid by our Rouen Ducks.

I find that it makes no difference whether it is in U. S. A., England or France, the "Cyphers" is always equal to the occasion.

It is now some eight years that I have been running the Cyphers Incubators, and in my experience I have not been able to find any other machine that will give as good results, particularly with so little attention.

FERME DOUGLAS,
Geo. Luck, Regisseur.

GERMANY

Crefeld, May 29, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I wish to add my testimony to your list of successful users of Cyphers Incubators and confirm that the Cyphers is in fact a non-moisture and self-ventilating incubator that does the work claimed for it.

After experimenting since 1896 with several different makes of incubators, I bought in 1904 a Cyphers, and I will admit that the success in hatching and raising poultry dates from the time I began using your incubators and brooders. I have now averaged about 80% of 1.171 fertile eggs from December, 1905, to April, 1906.

P. SWEERS.



Views of Ferme Douglas Poultry Farm, St. Aubin-sur-Scie, France, where 74 No. 3 Cyphers Incubators are in use.



Sheref Ali Jaffer, Constantinople, Turkey, Taking Off Hatch.

TURKEY

Constantinople.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Though I have bought many machines from other manufacturers, I have never succeeded in obtaining chickens from 85 per cent. of the eggs, whereas your machines have hatched for me 85 per cent. of the eggs. I am sending you herewith two photographs, one showing a hatch being taken off from your No. 2, 220-egg size hatching machine. Yours truly,

SHEREF ALI JAFFER.

DENMARK

Tange Fjerkrægaard, Ribe.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Before I left the United States in October, 1901, I bought two No. 3 Cyphers Incubators, for I had found out yours was the best machine on the market—the machine used most extensively in the United States on successful farms. I am proud of the Cyphers Incubators, which have worked to my entire satisfaction and to the astonishment of many visitors.

Yours truly,

FRED R. VILANDT.

SWITZERLAND

St. Legier.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

My experience with your non-moisture incubators in this country has been very satisfactory. I have had no trouble working them and have not failed to obtain from 75 to 80 per cent. of the fertile eggs.

Yours very truly,

L. M. HUEBERT.

SWEDEN

Skebg, Kallby.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I have nothing but praise to say of your incubators, as they have been doing excellent work, having hatched about 500 chicks this summer, besides some 50 ducklings, all strong and healthy. The Style A Brooders have also done their duty finely.

Yours very truly,

AX. AHLSTRAND.

AUSTRALIA

Zillmere.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

We tested several of the leading makes of incubators (in company with the Cyphers machine), before deciding with which make we would equip our plant. We made no mistake in deciding on the "Cyphers." We found it the best machine both by personal test and by the reports of other poultrymen throughout Australia. We are operating at present seven 360-egg size. I may state that each machine has done its work to perfection. They are unquestionably the most perfect running incubator I have ever seen. Our hatchings last season averaged 90 per cent. The ducks shown by us at the recent Poultry Club Show were hatched in one of your machines.

J. HOOK,

Manager Pineapple Duck Farm.



Pineapple Duck Farm, Zillmere, Australia.



Views on the Carisbrook Poultry Farm and Duck Ranch, at Kalgoorlie, West Australia. 1, General View, including a number of Cyphers Brooders in Operation. 2, The Incubator Cellar, Exterior View. 3, Interior of Incubator Cellar—Turning the Eggs in the Cyphers Incubators.

AUSTRALIA

Kalgoorlie, West Australia.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

During the season of 1901-1902 we used three of your 120-Egg Cyphers Incubators with marked success. As a result of their good work we then bought 12 of your 360-egg size, and you will remember that a few months ago we placed another order with you for 10 more of the largest size, making 23 of your incubators we are now operating in our cellar. Needless to say, considering our repeat orders, we have found your machines all you represent them to be. They have done very satisfactory work in our hands. Today we are operating the largest poultry and duck ranch in Western Australia.

Yours truly,

CARISBROOK POULTRY FARM,

Per A. A. Fuller.

AUSTRIA

Kapfenberg, May 17, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I am very much satisfied with the Cyphers Incubator. It has hatched 350 chickens out of the 360 eggs which were put in. The apparatus in question does its work wonderfully well and gives no trouble whatever.

ERSTE KAPFENBERGER DAMPFBRAUEREI.

RUSSIA

(A Prisoner of War) Vladivostock, Siberia, May 1, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

In the year of 1903 I gave you an order of incubators, brooders, etc., amounting to 500 dollars gold. While the goods were on the way to Vladivostock the war broke out between Russia and Japan, and the steamer which was carrying the incubators, etc., for me was seized by the Japs. When I found the steamer was seized and the incubators confiscated, I wrote you about it, and immediately you answered me that you would bear one-half the loss on the incubators, etc., as the goods were not insured against war risks.

I am convinced by your action and by using your goods for years that I may say to the public—"It is not only the testimonial that proves the worth of Cyphers Incubators, Brooders and other goods, but the signature of your Company alone is a hundred times more reliable and substantial than any testimony which could be had."

A. C. COOPER.

SOUTH AFRICA

Natal, April 3, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I am at present using two of your incubators, and say with great pleasure that poultry work is a real pleasure with your machines.

K. MANNING.

ALESSANDRIA, EGYPT

Alessandria.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Gentlemen—The No. 0 Cyphers Incubator reached me in very good condition. I have pleasure to tell you that, so far as I can see, your incubator is perfect in every respect. The result of my first hatch was 88 per cent. Am enclosing you order herewith for one No. 3, 360-Egg Capacity Incubator, also one Cyphers Indoor Brooder.

J. MONTESINI.

SOUTH AMERICA'S LARGEST POULTRY FARM

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Buenos Ayres, Arg. Rep., S. A.

I have pleasure in forwarding a few photos of this South American poultry farm, which perhaps may be of interest to you. I will say, with reference to your make of incubators, **that I am perfectly satisfied with them.** Our breeding season commenced two months ago, and the hatching of chicks and ducks is now in full swing, and naturally my Cyphers Incubators are to the front. In fact, **with nearly three years' experience with incubators,** I feel confident in saying that **the Cyphers is the best system for this climate.**

Yours faithfully,

Juan H. Cassels

HAWAII

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Haleiwa, Oahu.

We recently purchased one of your 120-egg incubators, and find it all that you claim. It may interest you to know that before purchasing we looked over a poultry journal, picked out 15 of the principal advertisers, **covering territory from Maine to Washington State**, and wrote to them asking their candid opinion as to which was the best incubator. Every one of them said, "Cyphers." Some of them said "Cyphers or ———," etc., but all said "Cyphers." **You could not receive a greater compliment.** Trusting that our order is on the road, we remain,

Yours very truly,

F. J. CHURCH, Mgr. Haleiwa Hotel.

AUSTRALIA

Wentworthville, N. S. W., Jan. 6, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I think it is only fair that I should let you know that your incubators have given me every satisfaction. I am a breeder of upwards of 20 years, of all breeds. I have been most successful; winning three tests in succession; won the Great International Test, and the birds were hatched by Cyphers machines. I am satisfied that where Cyphers machines are used the chickens are just as strong, if not stronger than the hen-hatched ones; in fact, with me they have proved better.

GEORGE HOWELL.

REPUBLIC OF PANAMA

Empire Canal Zone, Feb. 26, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

I have taken the first hatch out of machine and am perfectly satisfied if it continues to do as well. I am running it in a palm building where there is a very heavy draft of air, but it does not vary more than one degree.

FRANK GOWAN.

CAPE COLONY, SOUTH AFRICA

Port Elizabeth, Algoa Bay.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Under separate cover we are sending you four photos, showing hatches made in Cyphers Incubators, two of which are of ostriches.

NEW ZEALAND

The Helvetia Ostrich Co., Ltd., Auckland.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

Regarding your thermostat, I cannot speak too highly of its value. I have found it most reliable as it maintains absolutely a regular heat at any temperature it is regulated to work at. I am also applying to my Board of Directors for an Ostrich Chicken Brooder of your make.

The season has not been satisfactory as regards fertile eggs, but the percentage of those hatched with your machines is *greater than by natural incubation.*

Yours faithfully,

RICHARD R. MARTIN.

MEXICO

Mexico City, June, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

In February, 1902, I bought a machine from you, together with an outdoor brooder, both of which gave me the best results expected, and I wish to have another one now.

WM. A. HAY.

JAPAN

Yokohama.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

In January I had the opportunity to buy a brand new 120-egg capacity Cyphers Incubator. *It works very well indeed.*

Yours truly,

R. SCHUFFNER.

SOUTH AFRICA

Port Elizabeth, July 13, 1906.

Cyphers Incubator Company, Buffalo, N. Y., U. S. A.

At the Poultry, etc., Show held here yesterday and today, we have been successful in carrying off the first prize for incubator hatch—92.4 per cent., also first prize for best collection of poultry foods and medicines, and best collection of poultry appliances.

BLAINE & CO.



Cyphers-Hatched Ostrich Chicks.

These you may use at your discretion. Photo No. 1 shows ostrich chicks hatched in a Cyphers Incubator by Mr. Martin of Perseverance, near Port Elizabeth. Mr. Martin and his helper are shown in the picture. Photo No. 2 shows a flock of ostrich "chicks" considerably older, that also were hatched in the Cyphers Ostrich Incubator by Mr. Martin.

Yours faithfully,
BLAINE & CO.



Cyphers-Hatched Ostrich Chicks

Cyphers Incubators and Brooders in Canada

TWENTY YEARS' EXPERIENCE WITH INCUBATORS

Virden, Man., Can., Sept. 20, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

As regards results we have had with your incubators, we beg to say that we have had from one to four of them *in constant use during the last six years* and have found them non-moisture in every way, which is saying a good deal, in the high and dry air of Manitoba. The ventilating with us has been perfect, though we have found it necessary here to keep the bottom slides open from the eighth to the nineteenth days, for best results. *We feel that your new drop-bottom feature is an improvement.* Your regulator has always worked perfectly with us, controlling the heat to a degree. In fact, after *over twenty years' experience with incubators* we can cheerfully say that *yours is the best yet* and we have used over a dozen makes during that time.

Yours truly,
MENLOVE & THICKENS.

WAY OUT WEST, IN BRITISH COLUMBIA

Eburne, B. C., Sept. 24, 1906.

Cyphers Incubator Company, Buffalo, N. Y.

I have had excellent success with your Incubators. Have been using machines of your make during the *past five years* and have found them to be non-moisture, self-ventilating incubators. As to the regulator, I think it cannot be beaten. *The 1906-pattern I have found to be very sensitive*, in fact a variation of one-fourth degree will open or close the heater disc. *Last season I operated five (5) Cyphers Incubators* and have placed an order with your agents (Walworth & Ralston) for *five more of the No. 3 size* for next season's operation.

Yours sincerely,
J. J. WILSON.

"MUCH PLEASED WITH THE RESULT OF THE HATCHES"

Vancouver, B. C., Nov. 6, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In 1905 I bought one of your 120-egg capacity Incubators, and found it so satisfactory that we *purchased one of your 1906-pattern machines last spring.* We have found it to be non-moisture and self-ventilating as claimed and we *cannot say too much in praise of the regulating device*, for the incubator holds the temperature to a fraction of a degree. We find the incubator to be *first-class in every particular*, and are much pleased with the results of the hatches.

Yours truly,
GEO. BARNARD, Prop.,
Thornborough Ranch.

MORE THAN PLEASED WITH THE RESULT OF THE FIRST HATCH

Arizona, Sydney, Man., May 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I purchased from Messrs. Steele, Briggs & Co., one of your Standard 140-egg Cyphers Incubators, 1906-pattern, and am much pleased with the result of the first hatch. I ran the machine strictly according to directions and hatched *120 fine chicks out of 140 eggs—an 85 per cent. hatch.* I also purchased one of your brooder stoves and it has made the chickens' quarters very comfortable. I have never seen birds grow as fast as mine did. I may buy another of your machines next season.

Very truly yours,
A. C. SHARPLEY.

92 PER CENT.—FIRST HATCH

Toronto, Can., March 26, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am using a Cyphers Boys' Choice Incubator and have just taken off a hatch (my first) which proved quite successful. Out of 37 fertile eggs I hatched 34 fine chicks, *making a 92 per cent. hatch.* The chickens are *all strong* and doing well and I am proud of my success. I am only a beginner, but am so well pleased with the results obtained that I shall get a larger machine.

Very truly yours,
H. WEBB.

GAVE MUCH LARGER PERCENTAGES OF CHICKENS THAN HENS DID

Somerset Vale Farm, Bathurst Village, N. B., Nov. 9, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We have replaced our old incubators imported from England with one of your largest size Standard Cyphers Incubators and mean to add more of them from time to time. We have used it twice this spring and found it to give entire satisfaction. It is a non-moisture, self-ventilating machine and *gave us a much larger percentage of chickens than our hens did.* We have also found your brooders all they are represented to be.

Very truly yours,
FLORENCE HARRIS.

"HAVE FOUND THE CYPHERS TO BE A PERFECT MACHINE"

Browns Flats, New Brunswick, Can., Sept. 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Replying to your letter of September 11th, am pleased to say that I have found the Cyphers Incubator to be a *perfect machine*, non-moisture and self-regulating. My first hatch was almost a failure owing to infertile eggs, but the second time I operated the machine I got 92 chicks from 120 eggs and the third hatch gave me 102 chicks from the same number of eggs. I ran this incubator in a dry, cool room and in a cellar; also in a dining room near the kitchen, and it seems to *work as well in one place as another.* The *Cyphers Outdoor Brooder is a gem.* It never roasts the chickens entrusted to its care, and the *chickens hatched in your incubators and reared in your brooders are so thrifty* that in less than three weeks two brooders are required for the chickens taken from one incubator.

Very truly yours,
(MRS.) F. E. McKEEL.

"MUCH LARGER PERCENTAGES THAN OTHER MAKES OF INCUBATORS"

Niagara-on-the-Lake, Ont., Can., July 9, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In response to your letter of recent date, am pleased to say that I am using a 1906-pattern Standard Cyphers Incubator, No. 0 size. Have made five hatches with it. The first two gave me 98 per cent., the third hatch 84 per cent. and the fourth and fifth hatches 96 per cent. The Cyphers Incubator was run *side by side with two other makes* and gave me *much larger percentages* than the other makes of incubators. The chickens were the *largest and strongest* I ever saw. Am so well satisfied with the Standard Cyphers that later on I will get a large incubator and three of your brooders. Your incubators are non-moisture and self-ventilating and the best machine for the amateur to start with. You are at liberty to use these few lines if you desire.

Yours truly,
GEO. W. DOHERTY, Mgr.
Claretta Poultry Farm.

"AT THE TOP OF THE LIST"

Indiantown, St. John, N. B., Sept. 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have used a Cyphers Incubator for two years and have found it a non-moisture, self-ventilating machine and the regulator has proved "true as a hair." Have found the machine to possess all the qualities claimed for it, and would not hesitate to place it at the top of the list of all incubators manufactured. Your machines are *certainly first-class* in every way and too much cannot be said in their favor.

Very truly yours,
JAMES H. SEARS.

82 FINE CHICKS FROM 85 FERTILE EGGS

Steeves Settlement, N. B., Oct. 29, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your letter of September 11th, we received a Standard Cyphers Incubator through one of your agents, Mr. W. H. Thorn, and can truly say that *it is a perfect hatcher.* This is the first season we have used your machine and out of 85 fertile eggs we obtained 82 fine chicks. We have *scarcely seen an incubator before this season*, and we hatched one-third more chickens in this locality than other people did with other makes of machines. We consider we have had splendid luck with your incubator. We have also purchased one of your brooders, which is entirely satisfactory.

Yours truly,
NATHANIEL STEEVES.

"TURN THE EGGS, FILL AND TRIM THE LAMP AND THE CYPHERS DOES THE REST"

Jerseyville, Ont., Sept. 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have operated one of your Standard Cyphers Incubators for the past three years and have found it to be *in every way as represented*—a first-class machine, non-moisture and self-ventilating. The regulator is far superior to any other I know of. I have *never had a poor hatch*, 76 per cent. being the average, and the chicks always came out *strong and healthy.* Friends and neighbors of mine using other styles of incubators made me think I was in luck the day I purchased a Cyphers, when I hear them tell about the trouble they have with theirs, keeping the floor wet, putting wet cloths on the eggs and losing sleep watching them at night, and after all their trouble they often lose the entire hatch. I turn the eggs, trim, and fill the lamp, and the *Cyphers machine does the rest.* I would rather attend to a Cyphers Incubator than to one sitting hen.

WM. SUMMERS.

Further Pacific Coast Reports

PUBLISHER'S NOTE:—On this page will be found condensed sample reports from customers living in Pacific Coast states, who are using Standard Cyphers Incubators with gratifying results. We would present more of these reports if we had room for them in this book, which has already grown in number of pages beyond reasonable limits.

CYPHERS INCUBATOR COMPANY.

EGGS BOUGHT FROM GROCERY GAVE 92 PER CENT. HATCH

Turlock, Cal., Aug. 15, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We are operating one of your 240-egg, 1906-Pattern Standard Cyphers machines and from 192 fertile eggs hatched 178 strong chicks. As we had never used an incubator before, we ran it with eggs bought from the grocery. They were a mixed lot of Leghorns and Plymouth Rocks, but the results were entirely satisfactory. We used no supplied moisture in the machine and have found it perfectly self-regulating.

H. F. MARTIN.

112 SPLENDID CHICKS OUT OF 123 EGGS—91 PER CENT.

Santa Ana, Cal., Aug. 11, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In April we set our 1906-pattern Cyphers, put in 140 eggs and out of a possible 123 we hatched 112 splendid chicks. We are more than pleased with the incubator. Have found it perfectly reliable and are intending to get another this fall.

MRS. E. F. BARTON.

83 PER CENT. IN SPITE OF EARTHQUAKE

San Martin, Cal., May 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I set one of your 360-egg Standard Cyphers Incubators on the 17th day of April. The earthquake on the morning of the 18th had moved the machine to such an angle as to throw or roll the eggs out of the trays on the burlap diaphragm, also twisted it around over a foot. Yet, in spite of the shaking up, I had a hatch of 83 per cent., with which I was very much pleased. The machine will certainly do all you claim for it.

CHAS. E. DENSMORE.

"ALWAYS RAISED THE MOST AND BEST CHICKS FROM THE CYPHERS"

Napa, Cal., July 21, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have run three incubators this past season, two hot-air machines and one No. 3 Standard Cyphers. I took off three hatches in each machine and always got best results from my Cyphers. The Cyphers averaged to hatch 87 per cent., and the chicks are all strong and vigorous. The Cyphers Incubator is strictly a non-moisture machine and the regulation is perfect. It is the easiest machine to operate that I have ever handled and hereafter I will use no other. I keep the chicks from each hatch and each machine separate and have always raised the most and best chicks from the Cyphers. I feed the Cyphers Chick Food the first four weeks exclusively and the results have proved that it is all you claim for it. It will give me great pleasure to recommend Cyphers Incubators and foods to all my friends in the poultry craft.

HENRY C. FLICK.

HATCHED 100 PER CENT. OF MUD HEN EGGS

Artesia, Cal., Aug. 14, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your inquiry as to how I like the Cyphers Incubator will say that I think it is the best machine on the market. I have used several others but I get the best results from the Cyphers. Out of 280 eggs I received 275 fine chicks. I believe the other five eggs would have hatched had they not been cracked. I got a number of mud hen eggs, put five in the incubators and six under a hen; the Cyphers hatched the five eggs put into it, while the hen hatched none. A mud hen builds her nest in the water, and that proves the Cyphers Incubator is all right for moisture. I will be only too glad to answer any questions regarding the Cyphers Incubators, for they have given me entire satisfaction.

SEYMOUR GLENN WARD.

"SUITS ME IN CONSTRUCTION, SIMPLICITY AND RESULTS"

Los Angeles, Cal., Sept. 19, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

It is a pleasure to report results obtained with the Cyphers No. 2, 1906-Pattern Incubator. I ordered the machine late in the season and ran three hatches through it, the first one in May, the second in June and the third in July, the hatches running from 65 per cent. to 90 per cent. of the fertile eggs. The results were highly satisfactory. The last hatch came off during very warm weather and at a time when I was away from home a great deal. The machine received but very little attention, the lamp going out twice from lack of oil, but the results were far ahead of my expectations. The chicks are strong and vigorous. I am sure that with reasonable care the Standard Cyphers should give everyone perfect satisfaction. It suits me in construction, simplicity and results.

L. E. BERKEY.

MUCH PLEASED WITH ITS SIMPLICITY AND REGULARITY OF ACTION.

Gilroy, Cal., Aug. 1, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In February last I bought one of your No. 0, 1906-Pattern Standard Cyphers Incubators and a Style A Brooder. Not being in a position to get eggs for hatching, I took such as were available. At the first test removed 24 eggs, leaving 42 in the machine, from which I got 39 chicks. I have developed three broods since with practically the same good results. I am very much pleased with the machine on account of its simplicity and regularity of action. Have not lost a minute's sleep with the four hatches except once each night while the chicks were coming out, to make sure all was right. The Style A Brooder is an ideal device. I had it out in all the cold and rainy weather (and it rained almost every day) in February and March, and the chicks were as comfortable as could be. I don't want anything better in the way of brooders than the Style A Brooder. Have fed Cyphers Chick Food from the start and find it to be all you claim for it. Am raising the pullets of the third and fourth hatches, 16 and 12 weeks old, and I have not had a diseased chicken in all that have been hatched thus far. My success is a source of wonder to my neighbors. I hope to be able to purchase one of your No. 2 machines and more Style A Brooders the coming fall.

STEPHEN BARKER.

"THE CYPHERS MACHINES ARE GOOD ENOUGH FOR ME"

Oakland, Cal., Aug. 16, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Regarding the No. 2 1906-Pattern Standard Cyphers Incubator which I bought of you last spring, will say I ran it through four hatches and am pleased to report that it proved to be in all particulars a first-class machine. With it, and a number of your Hygienic Indoor Brooders, and Cyphers Chick Food, I "knocked the spots" off anything around this corner of the woods, so far as hatching and raising chicks is concerned. The last hatch came off May 9th and out of 240 eggs, 205 of which were fertile, we brought out 187 healthy strong chicks, 91 per cent. Of this number, at the age of six weeks, (when I sold them) only five had died, two of them by accident. If a better outfit were offered, I would not want it. The Cyphers machines are good enough for me, for they will do the work every time.

H. H. HOWE.

CANNOT SAY TOO MUCH FOR ITS EFFICIENCY

Pasadena, Cal., July 19, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your letter of July 16th duly received: with reference to it would say, I have used one of your Boys' Choice Incubators and it has given me absolute satisfaction. Although I was entirely inexperienced in operating an incubator, I had no difficulty with the machine. I cannot say too much for its efficiency.

ROBT. H. THOMPSON.

CHICKS ARE EXCEEDINGLY STRONG

San Rafael, Cal., July 15, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your recent letter in regard to what success we have had with the Standard Cyphers Incubator, we would say we are operating a No. 1 size and ran six hatches through it with the following result: First hatch, 79 per cent., second, 86, third, 84, fourth 83 and fifth 87 per cent. The chicks are exceedingly strong. We are well pleased with your make of machine and will get a larger one as soon as possible. We take pleasure in recommending the Cyphers Company Incubators to all our friends and acquaintances who intend to embark in the poultry business.

H. S. LANSDOWN.

FIRST HATCH GAVE 87 PER CENT.

Los Angeles, Cal., Aug. 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your letter of August 3d, I beg to state that we received entire satisfaction from the 1906-Pattern Standard Cyphers Incubator we bought of Mr. Kloninger, your agent here, last winter. The first hatch we got from it, in February, gave 87 per cent. of the fertile eggs. We thought that a very fine hatch under the circumstances, as we had never before ran an incubator of any description. We have used all the prepared foods of your brand that Mr. Kloninger carries and found them to be fully up to the standard he claimed for them—the best. In our estimation your foods are without a rival on the market today. I hope this letter will be as satisfactory to you as the goods of your brand are to us.

ALFRED H. PIBEL.

Inter-Mountain Testimonials

A GOOD HATCH IN HIGH ALTITUDE

Elko, Nevada, July 28, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Your letter of recent date duly received. I consider that my success with the 140-egg 1906-pattern *Cyphers Incubator* was splendid. In this high altitude eggs are hard to obtain without being chilled and shipped twenty miles. We have the incubator in a room next to the kitchen where the temperature stood 34 degrees at night and 74 degrees during the day. On the third day of March I had a good hatch of strong chicks, and I now have as fine and large a lot of Rock and Red chickens as I ever saw, having lost so few that it is not worth mentioning.

Yours very truly,
WEBSTER PATTERSON.

WILL USE ONLY CYPHERS MACHINES

Moscow, Idaho, June 21, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

I have before me your letter of inquiry as to the success we have had with the Cyphers 1906-pattern Incubators. This season we ran two of the 390-egg size in the same cellar with a machine of another make, and to compare the results obtained from these different makes of machines would be to ridicule the other one. The coming season we expect to buy more Cyphers and shall use no others.

Yours very truly,
G. D. HODGE, Prop.,
Idaho Poultry Co.

WELL PLEASED WITH RESULTS OBTAINED

Chickasha, Indian Territory, April 27, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

I am using three of your 1906-pattern, 240-egg size Standard Cyphers machines, and am so well pleased with the results I have obtained that I would like to have the agency for this community for both your incubators and supplies. I have only recently engaged in poultry culture and am meeting with fine success, which I attribute largely to the goods of your manufacture.

Yours truly,
FRED A. WEKENMAN.

"WORTHY OF THE HIGHEST COMMENDATION"

Pueblo, Colorado, May 23, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Last spring I purchased of you one of your 66-egg size 1906-pattern Standard Cyphers Incubators, also one of your Style A Outdoor Brooders, and I wish to say that they have proved themselves worthy of the highest commendation. Through my ability to prove the efficiency of these machines, I have been instrumental in selling three others, and the parties who bought them are highly pleased. I expect to sell my small machine shortly and shall want a larger one of your make.

Yours truly,
J. I. MUNSEY.

WILL BUY MORE CYPHERS INCUBATORS AND BROODERS

Anaconda, Montana, Sept. 21, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Your esteemed favor of the 21st inst. received, and I take much pleasure in replying. I want to say to you, as I have to all that talk incubators to me, that there is but one incubator and that one is Cyphers. I have just returned from a trip in connection with my poultry business, and I spoke to several parties about your incubators and brooders and told them that for their own best interest they ought to get the Cyphers. The coming season I expect to purchase two or more Cyphers Incubators and three Cyphers Brooders. There is no other machine for me. The Cyphers regulator is absolutely perfect and the machine does more than you claim for it. In my opinion, it is the best incubator on the market, and the machine is a picture of beauty as well as a most perfect hatcher.

Respectfully,
W. J. HICKS.

IN FIRST HATCH OBTAINED 280 CHICKS FROM 330 EGGS

Las Cruces, New Mexico, April 19, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

I have had one hatch with the No. 3, 1906-pattern Standard Cyphers Incubator I purchased of you recently, and I got 280 chickens out of 330 fertile eggs—an 84 per cent hatch. The chicks are now two weeks old and I have lost only a very few. A great many people have visited me recently to see the incubator and the chicks. I believe in your catalogue you recommend your incubators for almost everything except as a social institute, but I find they are nearly equal to a fire or a dog fight to draw a crowd.

Yours respectfully,
BURTON E. MORRIS.

"EVERY HATCHABLE EGG EACH TIME"

Denver, Colorado, Oct. 30, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

About the first of February I bought one of your Farm Economy Incubators from Messrs. Barteldes & Co. I set this machine three times and had very good results. The incubator hatched every hatchable egg each time I set it, which I consider very good work. My first hatch gave me 88 per cent. of the fertile eggs, my second 84 per cent. and my third 82 per cent. I never had any trouble with the ventilation or the regulation in your make of incubator.

Very truly yours,
MRS. C. M. HULSE.

"THE CYPHERS IS 'WAY AHEAD OF THEM ALL'"

Reno, Nevada, August 24, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Yours of the 9th ult. is at hand and I am pleased to report my success with your incubators, brooders, etc. This is my first season with an incubator, and while I am not perhaps as well qualified by experience to speak on the subject, I will say that in comparing my hatches with those my neighbors obtained with incubators of other makes the Cyphers is 'way ahead of them all. My Cyphers Incubator was run at the same time as the

and Incubators were run, and the hatches from these three machines were almost total failures. The machines turned out only 220 chickens from 1,000 eggs, while I got over 100 fine birds from 170 eggs. The Cyphers Style A Brooder beats an old hen all hollow, as you always know where the chicks can be found. In my opinion, the Cyphers Incubators and Style A Brooders are simply perfection and I have not lost a chick. The Cyphers Chick Food is the only food and I shall use no other from now on. The chicks have more than doubled in size in three weeks and I would not take \$50.00 for them today. I expect to go into the poultry business very extensively next season and if so, the only poultry supplies I will buy will be the Cyphers, as I would not even try the others at all, having seen so many fizzes with them. One of the parties using a Incubator has about decided to do away with his machine of that make and purchase a 390-egg Cyphers, as he thinks the results prove that they are all you claim them to be.

Yours respectfully,
W. A. MOORE.

"MACHINE SEEMS TO IMPROVE WITH AGE"

Colorado Springs, Colorado, August 9, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

My experience with the new 1906-pattern Standard Cyphers Incubator during the past season has been still more gratifying than was the case last year, when the two experimental hatches I made early in the summer were attended with the best results I have met with thus far. The machine, like good wine, seems to improve with age, the percentage of hatches increasing from 71 to 92 per cent. of the fertile eggs, and I am more than satisfied. Will only add that, aware of your policy of constant progress, I am curious to know what improvements you have put into your 1907-pattern. The 1906-pattern machine seems to me about the limit.

Yours very truly,
G. W. VEDITZ.

GOOD HATCHES IN SPITE OF VARIABLE TEMPERATURE

Egan, S. D., June 26, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Replying to your favor of recent date will say, I am well pleased with your incubators and brooders. I have made a better record with my Cyphers than anyone else in this vicinity with other makes of machines. This is the first incubator or brooder that I have ever seen, and when I received the machine I was actually afraid of it, that is, I was afraid I couldn't run it successfully. The first thing I did was to open it, find the book of directions, followed them closely and everything was easy. During the first hatch the machine was operated in an old, unplastered house where the temperature varied from below 40 to nearly 90 degrees, but from 196 fertile eggs I got 145 chicks and out of that number I lost only six. The second hatch was made in a cellar and from 194 fertile eggs I got 163 fine chicks. My third hatch came off three days ago and from 230 fertile eggs I got 202 chicks and so far have only lost two, and these from being overcrowded in the nursery drawers. I expect to buy two more of your 240-egg size machines next year. I also tried your foods, and compared with others, yours are far superior. I would like to have the agency for your goods for this vicinity, for I can conscientiously recommend the Cyphers manufactures.

JAMES CHIDESTER.

80 TO 90 PER CENT. OF THE FERTILE EGGS

Arvada, Colorado, Oct. 11, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Yours of September 11th received and I feel honored to have the privilege of testifying to the good qualities of the Cyphers Incubators and Brooders. I have used your make of machine five years and average from 80 to 90 per cent. of chicks from the fertile eggs. I find your machine to be as represented and to do the work required of a first-class incubator.

Yours truly,
MRS. J. E. BORBA.

FOUR HATCHES AVERAGING OVER 90 PER CENT.

Bryan, S. Dak., Aug. 7, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

The 240-egg size Standard Cyphers Incubator, 1906-pattern, purchased of you last spring has proved to be everything that you represented it to be. I am more than pleased with it. I set it four times and the hatches averaged over 90 per cent. of all fertile eggs. I tested it with my machines of other makes and find it much better in every way. I intend to use only 1906-pattern Cyphers machines on my plant next year. I cannot praise them too highly for they are the best machine I ever saw, the easiest to operate and burn less oil than other makes. I set the machine at 103½ degrees and it has run the four hatches without varying a fraction of a degree.

WILL PATRICK.

Sample Reports from Southern States

"THE AVERAGE HATCHES HAVE BEEN SPLENDID"

Brownwood, Texas, July 18, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I am operating one of the Standard Cyphers 220-egg machines, and my last hatch was 95 per cent., i. e., out of 220 eggs I received 209 very strong chicks. The average hatches have been splendid. I am satisfied that the Standard Cyphers is non-moisture and self-regulating. The lamp is easily handled and the machine is quickly heated up. The temperature is so uniform that I hardly ever notice it between egg turning times. I bought a ——— brooder, but am sorry I did so. The chicks do not thrive in it, and I will buy a Cyphers Brooder next season.
J. B. WALLACE, Jr.

BETTER SUCCESS WITH INCUBATORS THAN WITH HENS

Stilwell, Indian Ter., Aug. 10, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I am operating one of your 120-egg Standard Cyphers Incubators, and have always had excellent success with it. I have hatched a larger percentage of fertile eggs than has been possible in using hens. The five hatches that I have taken off with your machine have averaged better than 80 per cent. I will be in the market for one of your larger incubators next season. I will be only too glad to have you refer to me anyone who wishes to buy either your incubators, brooders or supplies, for I have used all your goods to my satisfaction.

D. C. McALISTER.

TRIED THREE OTHER MAKES—CYPHERS GIVES BEST RESULTS

Nashville, Tenn., July 10, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
Your favor of July 5th received, and in reply will say that during the time we have been in the poultry business we have operated three different makes of incubators and found that the Standard Cyphers gave us the best satisfaction and results. We had very good success, considering the season in which we operated the incubators. Out of 120 untested eggs placed in the machine we received 98 good, healthy chicks. We have found your Style A Outdoor Brooder A-1 and never lost a chick on account of their being too hot or too cold. Your Chick Food, in my opinion, cannot be improved upon. I will surely recommend your incubators, brooders and supplies to any one intending to go into the poultry business.

GEO. W. SCHENING.

"BEST INCUBATOR I EVER OPERATED"

New Orleans, La., July 14, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
Your favor of July 5th at hand. I am operating two of the Standard Cyphers Incubators and my hatches have averaged 84 per cent. of the fertile eggs. I am very well satisfied with your machine and know that it is non-moisture and self-ventilating. It is the best incubator I ever operated, in fact is the best machine on the market today.

ADOLPH A. BONEE.

OPERATING TEN—WILL ORDER TEN MORE VERY SOON

Itasca, Tex., May 4, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
Knowing that you feel an interest in our success with the ten 1906-pattern Standard Cyphers Incubators bought of you March 1, 1906, we are pleased to say that they have given us complete satisfaction. We bought our eggs of the farmers in our vicinity and they were not guaranteed fertile. From this class of eggs we have hatched four thousand chicks from your machines, an average of over 75 per cent. of the fertile eggs. We also ran several incubators of another make, which only averaged 25 to 40 per cent. of all fertile eggs. Your incubators are the best on the market today and you will find our order for ten more upon your desk very soon.

VALLEY VIEW POULTRY FARM.

TWO HATCHES OF 92 AND 95 PER CENT.

Atlanta, Ga., July 9, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I have used several different makes of incubators, but never had the good results that I obtained from the Standard Cyphers. used your 1906-pattern 140-egg incubator this spring and the two hatches I ran through it gave me 92 per cent. the first hatch and 95 per cent. the second, using Plymouth Rock eggs from my own yard. I never lost a chick from weakness or sickness of any kind. The temperature of the Cyphers Incubator never changes during incubation, a most remarkable fact and a commendable virtue of the Cyphers machine. The Cyphers leads all incubators in Georgia in hatching strong chicks, in percentages of hatches, and is without an equal in maintaining regularity of temperature. I am using the Cyphers Chick Foods and the chicks are thriving on it.
JAMES L. HOLLIFIELD.

ALL SIZES OF CYPHERS MACHINES HAVE PROVED SATISFACTORY

Dallas, Tex., Sept. 20, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I have your favor of the 13th inst., and in reply beg to say that I have been using your incubators for the past five years. I have operated the different sizes, from the 12-egg to the 360-egg machine, and at no time have I had trouble with any of them. I have used a good many other makes of incubators, some of them alongside of the Cyphers, under the same conditions, but the results did not in any way approach the success I had with your machines. The regulator on the Cyphers has always worked to perfection. For the past three years I have also used your three-apartment Style A Brooders, and the results have been first-class. I shall want one or two more incubators next season and I assure you that I intend to put in the Cyphers.

C. H. TRASTER.

TRIED SEVERAL OTHERS, BUT PREFERS THE CYPHERS

Charleston, S. C., Sept. 18, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
Replying to your favor of the 11th inst., we have used several of your machines for the past few years and have found them very satisfactory indeed. We have tried several other makes of incubators at the same time as yours, but our experience with them has not proved all we could desire. In our opinion, the Standard Cyphers is the best incubator on the market today and will do all that is claimed for it.

CRASS & McDOWELL.

105 STRONG CHICKS OUT OF 110 EGGS

Louisville, Ky., Oct. 1, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
In reply to yours of the 13th will say, I bought of your agents here late last spring one of your Standard Cyphers Incubators, 1906-pattern, 140-egg capacity. I placed in the machine 139 eggs; of this number 119 were fertile, and I received 105 fine chicks. I think this remarkable, considering that I had the machine in a small tin-roofed shed out in the yard where the temperature was very changeable, the thermometer in the shed varying from 10 to 35 degrees in 24 hours. I think the Cyphers is certainly a non-moisture machine and absolutely self-ventilating. This is my first experience with an incubator and I am more than pleased with my success.

JOHN L. KLAPEHEKE.

USED FIVE DIFFERENT MAKES BUT NONE EQUALS THE CYPHERS

Savannah, Ga., Sept. 24, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
Your valued favor of the 12th inst. duly to hand, and it affords me much pleasure to be able to answer your letter in a manner that may be of some benefit to you, for really in these days of fakes, when one has a good thing, I deem it but simple justice to let it be known to the world. I purchased my Cyphers Incubator (120-egg size) four years ago. I have never used any moisture in the machine, as the ventilators do all that is required. The ventilation of the machine, in my opinion, is nearly perfect. As to the regulator, will say I have used five different makes of incubators and none can equal the Cyphers in keeping the heat just where it is needed. In my humble opinion the Cyphers Incubators are in every respect fully as good as represented and a first-class machine. The chicks hatched from a Cyphers are strong and healthy, which is proved by the fact that I hatched out 365 chicks and only lost nine up to the time they were yarded as laying pullets. It will give me pleasure to recommend the Cyphers, if you wish to refer to me prospective purchasers of incubators.

ROBT. B. HABERSHAM.

AFTER TESTING FIVE OTHER MAKES, PREFERS THE CYPHERS

Ninety Six, S. C., Sept. 20, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
In reply to yours of the 11th will say that I have been using the Standard Cyphers for three years and find it the best incubator on the market. I have used incubators for seven years and after testing five other makes, all advertised to be high-grade machines, have come to the conclusion that the Cyphers Incubator Company's machine is the best.

B. J. McFUREOUS.

"CAN RECOMMEND NO OTHER"

Rockwood, Tenn., July 9, 1906
Cyphers Incubator Co., Buffalo, N. Y.
I have been using your machines for the past two years and have found them to be the best on the market; in fact, they are so near perfection that I can recommend no other. I would like to have the agency for your machines.

JNO. R. BALDWIN.

SAMPLE REPORTS FROM SOUTHERN STATES

GOT 82 PER CENT. AND NEVER BEFORE SAW AN INCUBATOR

Sumter, S. C., July 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to yours of July 5th, I have found the Cyphers Incubators, Brooders and Chick Food and, in fact, all of your goods, as represented. I have had splendid success with your No. 0 Incubator. How is this for a man who has never before seen an incubator. Out of 52 eggs I received 42 chicks—a little better than 82 per cent. I am using one of your Storm King Outdoor Brooders and am much pleased with it. I am intending shortly to buy one of your No. 1 machines. I find that the James M. Connelly Company, of Charleston, are handling your goods and I have ordered a few things from them, as freight rates are so much cheaper than from Buffalo. It will give me pleasure to recommend all goods of your manufacture.

M. R. RIVERS.

WOULD HAVE NO OTHER INCUBATOR

Woodbrook, Md., Nov. 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your letter of September 13th received, and will say we have three Standard Cyphers Incubators, Nos. 1, 2 and 3, and have been running them since last February. We have no complaint whatever to make. We find them non-moisture and self-ventilating and the regulator gives us absolutely no trouble after being set. In short, we would have no other incubator, and if anyone cannot make a success of the Cyphers they had better not go into the business. Will add that we think your Mealed Alfalfa is the best food for young chicks we ever came across.

WOODBROOK POULTRY FARM,
Per S. E. George.

90 PER CENT. OF STRONG, VIGOROUS CHICKS

Black Mountain, N. C., July 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am using two of your 1906-Pattern Standard Cyphers Incubators and my hatches have given me 90 per cent. of the fertile eggs. The chicks have been strong and vigorous. I found the Cyphers machine non-moisture and self-regulating. I am also using one of your Storm King and Indoor Brooders and the chicks live and thrive in them. I have used the *Cyphers Chick Food* with excellent results and would not be without it. I will be in the market shortly for several more machines and expect to buy the genuine Cyphers.

O. F. HALLMAN.

EGGS FROM NEWLY MATED PENS

Eufaula, Ala., Feb. 24, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I placed 140 eggs in one of your No. 1 1906-Pattern Incubators bought of your agents, Messrs. A. C. Wooley & Co., Atlanta, Ga. From the two tests and an accident in turning some of the eggs the number left in the machine on the 17th day was 122. During the evening of the 20th day the eggs began to pip, and by noon of the 21st day the hatch was through, and 98 fine, strong White Wyandotte chicks were the result. Considering that these eggs were from newly-mated pens, which had not been tested in previous hatches, I think the per cent. of eggs hatched very good. The chicks are the strongest and best developed I have ever seen taken from a hatch of any kind.

J. M. KENDALL.

"WILL DO MORE THAN YOU CLAIM FOR IT"

McKinney, Texas, October 13, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Some time ago I received a letter from you asking what success I have met with in using your make of incubator. Am more than pleased to say that I have always been able to hatch 90 to 95 per cent. of all eggs placed in the machine. At one time I placed in the incubator 240 eggs bought at the grocery store, of which only 95 proved fertile. Out of these 95 fertile eggs I hatched 85 chicks and they are now three weeks old and strong, healthy little fellows. Your incubator is non-moisture, self-ventilating and will do more than you claim for it, as my experience has proved.

J. W. HILL.

"THE ACME OF PERFECTION"

Watkins, Ala., April 5, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have used your Standard Cyphers Incubators for several years, but your 1906-Pattern, of which I have two of the 390-egg size, is the acme of perfection. The progressiveness of your company and the ever-present desire to improve your products should be very gratifying to the poultry industry as a whole.

O. O. WATKINS.

110 CHICKS FROM 130 EGGS

Columbia, Miss., June 6, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am pleased to let you know how well satisfied I am with the No. 1, 1906 Standard Cyphers Incubator I bought of you. It is the first one I have ever owned and I feel that I have done very well indeed. I put in 130 eggs and brought off 110 fine, healthy chicks.

JOHN CROZELLES.

"NEVER HAD LESS THAN 85 PER CENT."

Harrisburg, Va., Aug. 23, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

For the past three years I have been using the Standard Cyphers Incubators with decided success. I desired to know which was the best machine on the market, therefore I bought and tried several of the most prominent makes in the United States, with the result that I am now using the Cyphers machines. I have never had less than an 85 per cent. hatch and on April 8th last I hatched 116 chicks from 124 eggs in one of your 120-egg machines. This, as you will note, is a 93 per cent. hatch. In the future I expect to use only Cyphers Incubators on our farm.

J. P. BOWERS.

"DID ALL THAT WAS EXPECTED OF IT"

Durham, N. C., Sept. 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In February last I purchased one of your Standard Cyphers Incubators, 1906-pattern, from your local agent here, and although I had never seen an incubator at work before, I got an 80 per cent. hatch. I found the machine to be non-moisture as well as self-ventilating and the regulator very sensitive to thermal changes. With us the machine did all that was expected of it, and in our opinion will do all that is claimed for it. We also have four of your Storm King Brooders, which gave entire satisfaction.

T. T. FRAZIER.

"YOUR INCUBATORS ARE ALL O. K."

Houston, Texas, July 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your incubators are all O.K. I have hatched 98 chicks out of 104 fertile eggs, which is a 94 per cent. hatch. Will put in a good word for the Standard Cyphers whenever I can. The machines have done remarkably well for this locality.

G. E. PAINE.

NEVER HAD LESS THAN 90 PER CENT. HATCHES

Clifton Station, Va., July 1, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have one of your 240-egg 1906-Pattern Incubators and my first hatch in it was a success. I received 50 chicks from 55 eggs and they are now two weeks old and very strong. Thus far I have lost none of them. I cannot say too much in praise of your incubators. They are as nearly perfect as machines of this kind can be. I can go to Washington and stay all day and then find my incubators running at 103 just as I left them, never varying more than a fraction of a degree. I have used Cyphers Incubators for two years and have never had less than 90 per cent., and the hatches have gone up as high as 95 per cent. This year I ran it through two hatches side by side with a ——— and the Cyphers hatched 10 to 15 per cent. more chicks than did the ———.

THOMAS FLETCHER.

EXCELLENT SUCCESS FOR A BEGINNER

Waco, Texas, Jan. 22, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

About a year ago we bought from you one of your Cyphers Incubators and though you would like to know the results obtained. Being a beginner I did not expect much for the first few hatches, but to my surprise the machines averaged, as follows: First hatch, 120 eggs, 78 healthy chicks; second hatch, 120 eggs, 85 chicks; third hatch, 120 eggs, 91 chicks; fourth hatch, 120 eggs, 88 chicks; fifth hatch, 120 eggs, 110 chicks. The eggs put into the machines were not tested, so you can see the results were excellent. I can give you a sworn statement to this effect. I consider the Cyphers machine the best on the market today and expect to purchase a larger size soon.

H. R. SCHROEDER.

WILL ORDER MORE MACHINES NEXT SEASON

Gallatin, Mo., April 30, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am glad to say that I think I got the best incubator on the market when I bought the Cyphers. I got 90 big, healthy chicks out of 120 eggs for the first hatch and cannot blame the machine for those that did not come out. By using your Style A Outdoor Brooder I have not lost even one chick. I have seen several other makes of machines since I bought mine and am mighty glad that I was not persuaded to buy one of them. You will get my order for more machines next season.

E. C. McCLASKY.

"ALWAYS USED CYPHERS INCUBATORS AND BROODERS"

Knoxville, Tenn., Aug. 15, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am pleased to say that I have always used Cyphers Incubators and Brooders, purchased through your agents, The Knoxville Storage Co. I have found the Cyphers machines very satisfactory and believe them to be the best on the market. My hatches have averaged above 75 per cent., and oftentimes running as high as 90 per cent. My stock is doing well and the chicks grow very rapidly in Cyphers Brooders.

J. P. McMULLEN.

Women Use and Praise the Cyphers

HUNDREDS of women, all over the world, have bought and are using Cyphers Incubators. When a woman undertakes to do a thing, she *does* it and does it well. Our women customers are doing well with the Cyphers. Many of them, who never saw an incubator before, had the most gratifying success on the first trial. Still others report having discarded other makes of hatching machines, preferring to use the more certain Cyphers. Farmers' wives and daughters use them to the betterment of the farm poultry and an increase of profits. We print herewith a few of the many testimonials received from women; space forbids printing more. They prove beyond a doubt that women, as well as men, succeed with Cyphers Incubators.

"98 CHICKS OUT OF 100 EGGS"

Garrett, Ind., May 4, 1906.
Cyphers Incubator Company, Buffalo, N. Y.
The Cyphers Incubator I bought of you gave me 98 chicks out of 100 eggs. The above record is all that is necessary for me to give in order to show how pleased I am with the machine. I consider the Cyphers the best incubator on the market.

MRS. RUTH HATHAWAY.

"DELIGHTED WITH THE WORK IT IS DOING"

Kirkwood, Ga., May 8, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I am using one of your No. 1 Standard Cyphers Incubators and am delighted with the work it is doing. I have never operated an incubator before, but had good success with your machine. It gave me no trouble whatever.

(MISS) M. B. WILSON.

FIFTH TIME THIS SEASON WITH SPLENDID SUCCESS

Tomah, Wis., June 13, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I can recommend the Cyphers Incubator as a good standard machine and very easy to operate. I am running it the fifth time this season with splendid success. The machine is certainly all you claim it to be and I take pleasure in advising prospective buyers of incubators to buy the Cyphers.

MRS. M. B. LEE.

"IS VERY FASCINATING AND PROFITABLE"

Delphi, Ind., Oct. 10, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I am employed as a bookkeeper in one of the business houses in our city. My mother and myself are the only members of our family and the constant care of the lot (120 x 120 ft.) and the repairing of the barn, which was unused, led me to cast about to see if there was not some way of utilizing the space, which up to that time was only an item of expense. I finally bought a few chickens and installed them in the barn. Like a good many others, I made the mistake of buying a cheap incubator. It was fairly successful, but took too much of my time to watch it, so I sold it at a loss and began looking around for something better. The Cyphers had been recommended to me by a friend as "the best machine on the market," but I objected to the price, so I obtained a—medium-priced incubator. This was somewhat of an improvement over the first one, but I was not satisfied with it. I then determined to try a Cyphers even though it cost more money than I thought I could afford to pay. I bought a No. 1 size and was very much surprised at the small amount of time it required to operate it. It proved so successful and so easy to operate that I would often leave it all day to take care of itself. In the morning before leaving home I would fill the lamp and turn the eggs and the machine ran all day without varying a fraction of a degree. This was what I was looking for, so the next season I bought a No. 2 Cyphers. I have complete confidence in the Cyphers being able to hold the temperature without any help on my part, so I leave them alone all day and never get up during the night to look at them. By supplying standard-bred stock, I have been able to build up quite a large poultry business. I resigned my position at the office, as it took all my time for my feathered pets. I now run two Cyphers Incubators and six Brooders full blast during the entire season and I find ready market for all I can raise at good prices. I have placed my order for two more No. 2 Cyphers Incubators and four Cyphers Brooders. I am expecting to more than double my output next season. I have learned by experience that to buy the very best incubators and brooders made is the cheapest in the end. I believe the Cyphers Incubators are the best on the market today. The regulator is second to none and will hold the temperature within a fraction of a degree. Then there is the moisture question. The Cyphers machine, does in reality, furnish its own moisture, which is a great thing, as it is very hard to tell whether you have too much or too little moisture until after your hatch is over, when it is too late to correct mistakes. I also like the nursery arrangement on the Cyphers Incubators, which is of more importance than the average beginner realizes. I cannot understand why more young women, especially those in the country, do not pay attention to poultry raising. The work is not hard and is very fascinating and profitable. I would say to purchasers of incubators and brooders that in buying them do not be influenced too much by price; look after the quality first. A few dollars in the price amounts to very little compared with the convenience and profits gained by the use of first-class machines.

(MISS) LILLIAN BLYTHE.

TWO OTHER MAKES TOTAL FAILURES—SUCCEEDED WITH CYPHERS

Galena, Md., July 10, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
After trying two other makes of incubators and finding them total failures, I was finally advised to try a Cyphers. I bought a No. 1, 120-egg size last April and from my first hatch I got 95 fine, strong chicks—more than ten hens would have hatched. I am now going to put turkey eggs into the machine. The Cyphers is the incubator in which to hatch valuable eggs that you do not want broken or spoiled. My name is known far and wide in this community as a turkey raiser, my only trouble being to get them hatched right. I will now recommend the Cyphers as an easy and sure way to hatch eggs of any kind.

MRS. THOMAS WHITE.

NEVER SAW AN INCUBATOR IN OPERATION

Farina, Ill., June 18, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
In reply to your request I will say that I have run three hatches through my No. 1 Standard Cyphers Incubator. The first hatch gave me 92 nice chicks, the second 107, and the third 97. I have no fault to find with my incubator. I never saw an incubator in operation until I ran my own, and I find it very easy to take care of. I will always have a good word for the Standard Cyphers.

MRS. C. E. COOLEY.

GOOD HATCHES DURING WARM WEATHER

Montpelier, Ind., Aug. 2, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I have had splendid success with the 120-egg size Cyphers machine I bought of you. The first hatch gave me 106 chicks and am perfectly satisfied. The Cyphers is the most complete hatcher I know of. It is now very warm, but I still have it at work hatching chicks for one of my neighbors. During the daytime I put the lamp out entirely, but light it in the evening and keep the flame very low through the night. I find your Chick Food very good for the little chicks. I hope to purchase another machine of your make very soon.

MRS. J. L. QUINN.

LIKES ALL IMPROVEMENTS IN 1906-PATTERN

Traveller's Rest, S. C., Oct. 1, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I received my 240-egg 1906-Pattern Standard Cyphers Incubator late in the season. With my first trial I hatched 202 fine, healthy chicks out of 222 eggs. They all came out in less than twelve hours and not a cripple in the lot. This was a 90 per cent. hatch. My second hatch gave me 196 fine chicks out of 210 eggs—a better than 93 per cent. hatch. My third hatch came off very late, but was better than 82 per cent. I find your machine all you claim it to be. It is certainly the best on the market. I have operated it in my sitting room, as I have no cellar, and even in this dry room I have never used moisture. Your improved thermostat controls the heat so well that I find it no trouble at all. The machine is entirely self-regulating, after once adjusted according to the simple directions you sent me. The drop-bottom and the drawer for removing the newly hatched chicks to the brooder are a great help. I have also found that your incubator requires less oil than some others I have used. Your brooder is so easily kept clean and the little chicks look so comfortable that I consider it very complete. The flame of the brooder stove is easily regulated and I find that the small amount of oil which this brooder requires amounts to quite a little saving in one season. I have just sent you an order for one of your incubators to be delivered to a friend of mine.

MRS. E. Y. HILLHOUSE.

HAS TWO CYPHERS—WILL BUY TEN MORE

Wesley, N. Y., Sept. 27, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
I have one Standard Cyphers Incubator, from which I hatched 187 chicks. After moving into the country I bought one of your 390-egg, 1906-pattern Cyphers machines and five Style A Cyphers Outdoor Brooders. I think you have the best machines on the market for all purposes. We expect to build a brooder house and incubator cellar next year and will put in ten more of your No. 2 latest-pattern machines.

MRS. C. E. BENSON.

WOMEN USE AND PRAISE THE CYPHERS

FIRST HATCH 90 PER CENT.

Fresno, Cal., April 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have used a Cyphers Incubator only a short time, but am very much pleased with it. I would not exchange it for any other make that I have operated thus far. *My first hatch gave me 90 per cent., which I think cannot be beaten.*

MRS. M. A. CAMERON.

"WOULD MUCH RATHER RUN A CYPHERS INCUBATOR THAN LOOK AFTER SITTING HENS"

Manteno, Ill., June 9, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your letter will say, that the Standard Cyphers Incubator purchased of you has given good satisfaction. My first hatch was 160 chicks from 202 eggs; my second, 184 chicks from 220 eggs. I would much rather run a *Cyphers Incubator than look after sitting hens.* I regret that I have not more of your brooders, for they give me the best of results.

MRS. EUGENE FLETCHER.

GOOD HATCH IN SPITE OF DIFFICULTIES

Richardson, Texas, Feb. 11, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

You will probably remember the incubator I bought of you January 11, 1906, and your agreement that if the machine did not give satisfaction you would take it back and refund our money. I believe you are men that will stick to your agreement and do as you say you will. I have just finished the first hatch and find that it was a 79 per cent. hatch. How is that for a hatch in January and February when the temperature varied from 16 to 75 degrees? The machine was operated in a room with two doors, two windows, and no fire at any time; also four rowdy children passing in and out all the time. If you want this machine bring \$50.00 and insure me another just like it for your price, \$27.00, and you can have it, but I am not anxious to trade that way. I have another make of machine which I would like to trade you for a Cyphers, and would not ask you to pay any difference.

MRS. J. M. CAMPBELL.

OBTAINED A 91½ PER CENT. HATCH

Wytteville, Va., July 13, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Replying to your letter as to what success I had with your make of incubator, will say that the operation of the Standard Cyphers in my hands has been perfect and I am more than pleased with it. I obtained 73 chicks from 80 fertile eggs. The Cyphers is a non-moisture machine, is self-ventilating, and the regulation is perfect. I find it needs very little attention; in fact, not more than one hen and her brood.

MRS. MINNIE HAVENS.

FIRST TWO HATCHES 88 AND 89 PER CENT.

Spencertown, N. J., July 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I purchased one of your incubators from the New York Branch. I started the machine and as soon as I got the hang of it I got 78 chicks from 88 fertile eggs, then ran it through another hatch and got 91 chicks from 102 fertile eggs, thereby receiving 88 and 89 per cent. hatches. Folks around here say that I have remarkable luck with an incubator, but I believe the Standard Cyphers will give good results every time.

MRS. SEYMOUR LOES.

110 FINE CHICKS OUT OF 118 EGGS

Napaneer, Ind., July 23, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have used one of your 120-egg Cyphers machines and like it very much. I got 110 fine chicks out of 118 eggs and the chicks have all been strong. I have in use two of your Storm King Brooders, one of which is a 1906-style, and they give entire satisfaction. I have also used your foods with good success. Am intending to buy one of your large size machines next year, for the Cyphers has done the work far beyond my expectations.

MRS. J. F. RELLINGER.

SCHOOL TEACHER GETS 94 PER CENT., FIRST HATCH

Adrian, Mich., May 3, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

A short time ago I purchased of your agent, Mr. C. C. Van Dorn, a Standard Cyphers Incubator and Brooder. I never ran an incubator before and thought you would like to learn of my experience. I am teaching school, so have been able to give the machine attention only night and morning. On the 13th of April I put 249 Brown Leghorn eggs in the machine, on the 6th day tested out 10 and on the 17th day tested out more eggs, leaving 224 in the machine. Of that number I got 212 chicks, as lively as crickets and not a cripple in the lot. I cannot speak too highly in praise of your machine and firmly believe that if it is run according to directions anyone can get a good hatch. I will tell all whom I see of my success with your machine.

MISS OLLIE L. SMITH.

SUCCESSFUL WITH A NO. 1—HAS ORDERED A NO. 3

Neversink, N. Y., Feb. 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have just completed a hatch with one of your No. 1 Cyphers Incubators, and received 67 chicks out of 84 fertile eggs. They are all strong and healthy and doing finely. I have had such success with your No. 1 Incubator that I have ordered a No. 3 of your agent, Mr. Andrews. I hope it will reach me without delay, as I am very anxious to get to work, knowing that I will have the same luck with it that I had with the No. 1. I have started all the farmers around here, and you will surely sell a number of incubators on my recommendation.

MRS. H. G. SPARGUR.

THE CYPHERS RUNS LIKE A CLOCK

Mason, Mich., Aug. 7, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I received your letter in regard to incubators, and will say I have one No. 1, 1906-pattern Standard Cyphers, and as I have never used an incubator before I think I have had very good results. My first hatch in February was 70 chicks, in March 77 and in April 86. I also had a good hatch of ducks. In my last hatch I had 120 eggs in the machine and took out 100 fine White Wyandotte chicks—not a cripple among them. I ran the machine in a chamber where the temperature was very uneven, but had no trouble in keeping the heat properly. I am a farmer's wife, and am using the incubator in place of hens and can truly say it does the work a good deal better than the hens would. I have two of your Style A Brooders and have lost very few chicks. They have given satisfaction in every way. My neighbor has two machines of another make and my hatches have been so much better than his that he is intending to buy a No. 2 Cyphers. Your machine is certainly all you claim for it and runs like a clock.

MRS. GEO. GILLESPIE.

IS DELIGHTED WITH HER SUCCESS

Odanah, Wis., June 19, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

It is with great pleasure I write you the following results of my first trial with the No. 0 Incubator of your make, bought of you a short time ago. Having never had any experience with one, I had many misgivings; however, I made an attempt and it was a great success. I put in 63 eggs, tested out 2 infertile eggs on the 7th day and at the end of the 18th day tested out 6 dead germs. On the morning of the 19th day nearly all the eggs had pipped and out of the 53 fertile eggs remaining in the machine I got 40 fine, sturdy chicks. They are now doing finely in one of your brooders. I have had no trouble at all with the incubator. Before retiring at night I see that the machine registers 103, and when I look at it in the morning the temperature is always the same. A Mr. Bartlett of this place has two incubators, a ——— and a ———. He is so thoroughly disgusted with one of them, which baked a large amount of eggs, that he is going to send it back to the company. As soon as he heard of the good luck I had he said: "That is just the kind we want." They are now intending to buy one of your largest-size, 360-egg, 1906-pattern Standard machines. I did not intend writing such a long letter, but I am so delighted with my success that I cannot say enough in praise of your fine incubators and brooders.

MRS. J. A. RAICHE.

CHICKS WERE STRONG AND VIGOROUS

Mercedburg, Pa., July 25, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating one of your 120-egg, 1906-pattern incubators, and the average hatches have been very good, the chickens coming out strong and vigorous. The Cyphers is a non-moisture, self-ventilating machine and I have had no trouble in keeping the correct temperature. I am using two of your Style A Brooders, also one Storm King. Am especially pleased with the 1906 Style A Brooder. I would not like to do without Cyphers Chick Food for young chicks, and think there is nothing to compare with it. Your beef scraps have also been used by me with entire satisfaction.

IDA A. C. STECK.

"IT DOES ALL YOU CLAIM FOR IT"

Jamaica, Ill., Jan. 19, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have used one of your 120-egg Standard Cyphers Incubators during the past year and have found it to be non-moisture, self-ventilating and self-regulating. It does all you claim for it. I have also used one of your Style A Brooders and it will stand any kind of storm. I am perfectly satisfied with both the incubator and brooder.

MRS. OLLIE CARRINGTON.

WELL PLEASED WITH FIRST ATTEMPT

Fairfax, S. D., Oct. 2, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating one of your No. 1 Cyphers Incubators and received 80 fine chicks out of 100 eggs. There were no fertile eggs remaining in the machine at the time the hatch came off. The average of hatches has been good and the chicks were strong and healthy. This is my first experience at poultry raising and I expect to start on a larger scale next year. This is the first time in my life I have ever operated an incubator and I am well pleased with it.

MRS. JULIA GOLD.

WOMEN USE AND PRAISE THE CYPHERS

CHICKS ALL FINE AND HEALTHY

Rockford, Ill., June 25, 1906

Cyphers Incubator Co., Buffalo, N. Y.

Replying to your recent favor, I am glad to be able to say that I am very well pleased with my No. 1 Standard Cyphers Incubator purchased of you. My first hatch gave me 98 chicks; my second, 140 chicks. They are all fine and healthy. Have just started the machine again and if it does as well this time I am sure I can find no excuse to send it back. Mr. Lillie, one of our neighbors, came in while the last hatch was coming off and he said we were certainly having fine success. Quite a number of persons in this neighborhood are interested in my Cyphers Incubator, so I think you will get some orders from this town.

Very truly yours,
MRS. LOUIS BLACKLAW.

"WOULD NOT BE WITHOUT THE CYPHERS FOR TEN TIMES THEIR COST"

Allen, Texas, Sept. 15, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have been using the Standard Cyphers Incubators for the past three years and am delighted with them. *Would not be without the Cyphers machines for ten times their cost.* From one of your No. 2 machines I have had two hatches this season and got 208 chicks from 224 eggs (92 per cent.), the first hatch, and 247 chicks out of 254 eggs (97 per cent.), the second hatch. The hatches I have received from the No. 1 machine of your make were equally as good. Your brooders are simply perfect. I have at this writing 1,000 chicks, all hatched in *Cyphers Incubators and reared in Cyphers Brooders.* They are all fine and healthy. I will gladly recommend your machine to anyone wanting a strictly first-class incubator. They are very simple and easy to operate and control and require so little attention that it is a pleasure to use them. I have given the Cyphers a thorough trial and know whereof I speak.

Very truly yours,
MRS. HATTIE QUISENBERRY.

"HATCHED 102 STRONG, HEALTHY CHICKS"

Jamaica, Illinois, Jan. 22, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Last spring we purchased one of your No. 1 Standard Cyphers Incubators, also one of your Style A Brooders from Mrs. A. S. Dickson, and both machines gave perfect satisfaction. From the first lot of 120 eggs we hatched 102 strong, healthy chicks. I am more than pleased with the Cyphers machines and cannot recommend them too highly to anyone wishing a first-class hatcher. The brooder is also doing splendid work.

Yours truly,
MRS. GRACE TYLER.

THREE CONSECUTIVE HATCHES OF 91, 87 AND 90 PER CENT.

St. Marys, Ind., June 23, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have had very good luck hatching chicks in one of your Standard Cyphers Incubators. Have set it three times, and while my eggs this year have not proved very fertile, out of 180 tested eggs I hatched 165 chicks—my first hatch; the second hatch gave me 175 chicks out of 200 fertile eggs. My third hatch, I put in 200 eggs, tested out 45 and hatched 150 strong chicks. Am operating my incubator in a room in the house, and consider the above excellent work for the machine to do. The regulator works fine. Several of my neighbors have been in to see my incubator and they were well pleased with it.

Yours very truly,
MRS. RUBEN H. FULMER.

"CANNOT PRAISE IT TOO HIGHLY"

Muncie, Ill., Jan. 19, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

It is with pleasure that I write you of my success with one of your Standard Cyphers Incubators. I cannot praise it too highly. Last spring I bought a No. 1 machine of Mrs. A. S. Dickson, but I did not get an opportunity to set it until late in the season. I was ill during the first hatch, so the neighbors came in and looked after it for me. I supposed the hatch would be a total failure, but to my surprise I got 98 chicks out of 120 eggs—81 per cent. I was so well pleased with it that I talk Cyphers Incubators to all I meet. Your brooder also is O. K., and I can highly recommend it to anyone needing a device of this kind.

Yours truly,
MRS. T. H. PALMER.

"LESS TROUBLE THAN HEN-HATCHED CHICKENS"

Wenham, Mass., Oct. 1, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

We have tried a number of the leading makes of incubators and find that there is none so good as the Standard Cyphers. We have been running from three to five Cyphers Incubators for the past six years, and most of our prize-winning White Wyandottes have been hatched in *Cyphers Incubators.* We find that the chicks that are Cyphers-hatched are very strong and vigorous, and we have no difficulty in rearing them. The mortality is very low, and we think them easier to rear and less trouble than hen-hatched chickens.

BARNES & WOODBURN,
Mrs. J. D. Barnes.

"THE MACHINE SPEAKS FOR ITSELF"

Berlambont, Mich., June 26, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your favor of May 25th duly received. At that time, however, the first hatch had not come off. I realized 80 per cent, and the chicks are all strong and healthy. When once used the machine speaks for itself and the satisfaction derived from the use of a Cyphers is well worth the price paid for it.

Sincerely yours,
MRS. WM. BEVILLE.

GOOD HATCHES DESPITE UNFAVORABLE LOCATION

Richmond, Me., July 9, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I bought one of your 120-egg Cyphers Incubators, and my last hatch this spring gave me 77 chicks from 90 eggs—a little more than 85 per cent. My hatches have all averaged better than two-thirds of all eggs set. The chicks have been uniformly strong and the incubator will do all that is claimed for it. I have had to operate my Cyphers in a most unfavorable location where the temperature varied greatly, but found it self-ventilating. I think so much of my machine that I shall purchase a larger one with the improved chick drawer. Am always pleased to recommend the Cyphers machines.

MRS. G. W. PAGE.

"THE MACHINE IS ALL IT IS GUARANTEED"

Dalton, Mo., June 28, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am very much pleased with the Standard Cyphers Incubator I purchased from you. Our initial hatch was 188 strong chicks from 215 eggs, making an 80 per cent. hatch. The machine is all it is guaranteed to be and I shall say a good word for it whenever the opportunity offers.

Yours truly,
MRS. D. W. BAYNE.

86 PER CENT. HATCH IN SPITE OF MISTAKES

Compto, Ill., June 14, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your recent letter will say my first hatch in the Standard Cyphers Incubators, came off June 14th. The machine did splendid work. I got an 86 per cent hatch, but the machine would have done better if I had not made a mistake and opened the ventilators when I should have left them closed. I think every egg would have hatched had I not opened the ventilators at the wrong time. This is the first time I have ever operated an incubator and I am well pleased with it.

Very truly yours,
MRS. SIDNEY LAZENS.

NEIGHBORS REPORT EXCELLENT SUCCESS

Whiteland, Ind., May 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Would like to report some of the fine hatches neighbors of mine have had who are using the Standard Cyphers Incubators:

Mr. Maxwell hatched 307 chicks from 348 eggs—an 88 per cent. hatch.

Mr. George Sefton hatched 125 chicks from 140 eggs—an 80 per cent. hatch.

Mr. Robert Trout hatched 185 chicks from an old No. 2 machine he had used several years and obtained an 84 per cent. hatch.

Another man hatched 368 chicks from 390 eggs—a 94 per cent. hatch.

I hatched 118 chicks in an old style No. 1 and obtained 98 per cent. hatch. I have used this machine six seasons.

I have orders for your machines by people owning and operating other makes of incubators, to be delivered this fall and early next spring.

Yours truly,
MRS. D. L. PHIPPS.

"ONE HUNDRED PER CENT. HATCH WITH TURKEYS"

Imperial, Pa., R. F. D. No. 1, March 5, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

Please send me a catalogue of your brooders at once. I bought an incubator from your agents in Pittsburgh, and set 108 eggs. After testing them there were left ninety-seven eggs, of which ninety-six hatched, the chicks being fine and healthy. I opened the ninety-seventh egg to see what the matter was and found in it a perfectly developed chick, but its upper bill was too short for it to pick its way out of the shell. I also hatched twenty-two little turkeys from twenty-two eggs, a 100 per cent. hatch. We like the Cyphers machines very much and are now in the market for one of your brooders.

MRS. J. M. SPENCE.

LESS MORTALITY WITH INCUBATORS THAN WITH HENS

Muncy, Pa., Aug. 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I like the Cyphers Incubator that I bought of you very much. The temperature never varies and the machine does not need any supplied moisture as others do. I would not take the same price that I paid for it. I now have 58 little chicks that are very strong and healthy. In my opinion, the Cyphers Incubators hatch better than do hens, as the mortality is not so great. The machine has paid for itself many times and the summer is not yet gone.

MRS. ROSENLONG.

Start Right—That Means Begin with the Cyphers

EVERY YEAR, at the close of the hatching season, hundreds of persons who have bought Cyphers Company Incubators write to us and say, in one form or another: "We tried other incubators, but after using the Cyphers and finding it superior to all other makes, we now have perfect confidence in it and only wish we had started with the Cyphers years ago, as it would have prevented great loss of time, eggs and money."

Thousands of earnest men and women who are now using and praising the Cyphers sold their other makes of old-style, moisture-pan, ill-ventilated, chicks-dead-in-the-shell machines at half price, or any price they could get for them. They learned after trying the *Patent-Diaphragm, Self-Supplied Moisture, Self-Ventilating and Self-Regulating Cyphers Incubator* that they could not longer afford to run the old-style machines at any price. These are facts (see sample testimonials in following pages), and we submit that you, reader, should be governed accordingly. Do not make the same mistake. Start right; or, if you now have an inferior machine, one that is not giving satisfaction, try a Standard Cyphers. Positively it has no equal. By its use the hatching of the greatest possible number of the largest and strongest chicks is assured. It is the only machine on the market that is built on scientific principles. No other incubator looks like it, or is built like it, or is the same in principle, or can be like it, for it is patented and protected by law. Get the genuine. It may cost a little more, but it is worth a great deal more.

CYPHERS INCUBATOR COMPANY

OUT OF FOUR HATCHES IN A NO. 2 GOT 712 FINE, STRONG CHICKS

Stafford, Conn., Sept. 18, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

I have used Cyphers Incubators for two years. Last February I warmed up a Cyphers machine, 220-egg capacity, and ran it through four hatches, out of which I got 712 fine, strong chicks. The chicks were raised in Cyphers Style A Outdoor Brooders and fed on Cyphers Chick Food, with the very best results. The Cyphers Incubator is practically a non-moisture machine. The self-ventilating feature is more than is claimed for it. I set my machine level, then regulated it and have never known it to vary more than one degree in a room where the temperature changes thirty degrees either way at times. The regulator is a very sensitive part of the machine, but always ready to work. I regard the Cyphers Incubator Company as good friends of mine and will give my best advice by word or by correspondence in favor of their incubators, brooders and supplies.

GEO. H. LORD,
Valley Poultry Yards.

"THE CHICKS ARE ALL LARGER, STRONGER AND MORE VIGOROUS"

Yeagertown, Pa., July 18, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

In answer to your kind inquiry as to my success with your incubators and brooders will say, I am more than pleased with them. I have run two hatches through the machine. The first gave me 95 chicks out of 97 fertile eggs; the next 91 chicks out of 94 fertile eggs. The chicks are all larger, stronger and more vigorous than those I have hatched with hens. The regulator on the Cyphers does not vary more than a fraction of a degree in the warm days and cool nights of summer. It does not seem necessary for me to tell you that I never use moisture in my Cyphers machines at all. I would not part with your incubator or brooder for what they cost me. The brooder is a Style A Outdoor and is a good companion for my incubator, as it has the old hen "beat a mile."

RALPH FERGUSON.

GOOD HATCHES UNDER EXTREMELY SEVERE TESTS

Shelby, O., August 25, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Thinking you would be interested in my success with a No. 2, 1906-Pattern Standard Cyphers Incubator I purchased of you last spring, am pleased to give you the following: In order to give your machine as severe a test as I could, I set it in an old out-building. During the first hatch the thermometer ranged from 40 degrees above to 18 degrees below zero in the room and at times the snow drifts were six inches deep on the machine, but the regulator kept the temperature within three-fourths of a degree during the whole hatch. I used no moisture and under these hard conditions received an 80 per cent. hatch. My next hatch was 75 per cent. under the same conditions; my third hatch 77 per cent., my fourth hatch 84 per cent., from my fifth and sixth hatches, under the same conditions, I received 88 and 82 per cent. respectively. Taking all things into consideration, I think this was a wonderful record. I realize, of course, that I was unfair in putting the machines to so severe a test, but I did it with a view of satisfying myself that it was the best machine to buy. You can look for an order later, as I have not fully made up my mind at this time how many I will want. The best machine is the cheapest in the end, as it will only take a few hatched eggs to pay the difference between a Cyphers and a cheap machine. Of course, I recommend the Cyphers to all my friends or to any one wanting a machine that is self-regulating, self-ventilating and will do the work required of a first-class hatching device.

D. D. LANDIS.

HATCHES AVERAGED 88 PER CENT.

Stockton, Ill., Sept. 20, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

In reply to yours of the 13th will say, I have been using Cyphers Incubators the past season with the best of success, my hatches averaging 88 per cent. My tests proved without a doubt that the Cyphers machines are non-moisture and self-ventilating. The Cyphers regulator is certainly a fine piece of mechanism and with proper care will last a lifetime. It is affected by the slightest change in temperature and keeps the proper heat in the egg chamber at all times. I have tried several different kinds of incubators, but find the Cyphers the best. It is a first-class machine and I am glad to recommend it to anyone who wants something good.

E. J. SIMMONS.

TWO HATCHES IN A NO. 2, 1906-PATTERN—97 AND 98 PER CENT.

Lyndon, Ohio, July 10, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Yours of recent date at hand. My first experience with one of your No. 2, 240-egg Standard Cyphers Incubators (1906) was 97 per cent. of the fertile eggs, and my second hatch gave me 98 per cent. of the fertile eggs. To say that I am pleased does not express it.

W. H. JOHNSON.

"110 GOOD, STRONG CHICKS FROM 112 FERTILE EGGS"

Mt. Sterling, Wis., June 20, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

The incubator that I ordered from you last spring was for a neighbor. He is much pleased with it. He never saw one operated until he tried the one bought of you, and from his first hatch received 110 good, strong chicks from 122 fertile eggs. I have used the Cyphers Incubators and Brooders for several years myself and never fail to recommend them to anyone who thinks of buying.

JOHN SMETHURST.

A 100 PER CENT. HATCH

Sieffried, Pa., July 25, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

I am operating two incubators. I have had complete success with the Cyphers, hatching 42 chicks from 42 fertile eggs. The hatches have averaged 90 per cent., and the chicks are strong and vigorous. I am well satisfied that your machine is non-moisture and self-regulating.

F. H. SEIDLER.

WAS PREJUDICED AGAINST INCUBATORS UNTIL HE USED THE CYPHERS

Flatrock, Ind., Sept. 15, 1906.
Cyphers Incubator Co., Buffalo, N. Y.

Three years ago I bought a 200-egg hot-water incubator, filled it with valuable eggs and gave the machine good attention, getting up during the night to see if everything was going right. I hatched 16 chicks from the 200 eggs, although they tested about 75 per cent. fertile. I was so disgusted that I never cared to risk any more eggs in the machine, for eggs are a cash article. Naturally I was somewhat prejudiced against incubators, but my business had developed so that I could not hatch enough chicks with hens, so last spring I bought a Cyphers machine, 1906-pattern, 140-egg size. On the 9th day I tested out 20 infertile eggs, leaving 120 in the machine, about 12 of which were doubtful and just an even 100 eggs hatched, all of the chicks being strong and healthy. I raised 78 of the 100 and would have raised every one, but they were caught out in a heavy snow storm and on this account I lost a number of them. Out of the 78 I have sold chicks to the amount of \$24.50 and have 34 of the best ones left, mostly pullets. It goes without saying that the machine was a good investment. I know a few people who want incubators for next season, and I would like to act as your agent here. It will always give me pleasure to recommend the Cyphers to my friends and customers.

A. H. GRECIAN.

"THE CYPHERS HAS A PERFECT REGULATOR AND IS ABSOLUTELY NON-MOISTURE"

Cassopolis, Mich., Oct. 6, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have operated two Cyphers Incubators, 1906-Pattern, at the Hillside Poultry Yards, and am glad to give my opinion of this new-pattern machine, having tested it under all conditions. We have used Cyphers Incubators for two years, but have found the 1906-Pattern far superior to the earlier types. As to the moisture problem, I find that the 1906 machine has solved this and it is absolutely a non-moisture machine. As this has been the fault with all other makes of incubators with which I have had personal experience, we feel that we have all that anyone could desire in the 1906 Cyphers. After operating three other makes, two of which were hot water machines, I find that fewer chicks die in the shell at hatching time and that they free themselves more easily from the shell in the Cyphers than in any other incubator I have ever operated or have seen operated. This is considered due to the proper ventilation and moisture made possible by the large air-space in the egg chamber and the drop bottom, which we use at all times. The moisture and ventilation are absolutely perfect in your machines.

Two 1906-Pattern Cyphers were operated at the Cassopolis Fair by us for your agents and perhaps our experience under existing conditions would be of interest to you. These machines were placed in a tent six days before hatching, from Sept. 23 to 28. The temperature at night would drop from 15 to 20 degrees and the sun would beat in upon the machine during the day, but the regulator worked perfectly, keeping the temperature in the egg chamber at the proper point, and much to the surprise of the hundreds who witnessed these machines hatch under such unfavorable conditions, they brought off a large percentage of strong chicks. This proves beyond a doubt that the Cyphers has a perfect regulator and is absolutely non-moisture. I shall continue to recommend the Cyphers to all and especially to those having had experience with other makes.

BERT SMITH.

"HATCHED 80 PER CENT. OF ALL EGGS PUT INTO THE MACHINE"

South Norwalk, Conn., July 9, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have been operating one of your incubators this last spring and find it just as represented, both self-regulating and non-moisture. I have hatched 80 per cent. of all eggs put into the machine, which I think is excellent for one having had no experience with an incubator. Hereafter I shall not hesitate to recommend the Cyphers to any of my friends.

VICTOR E. TRISTRAM.

"IT WILL HATCH EVERY FERTILE EGG"

Hopbottom, Pa., July 16, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

From our first hatch in the Standard Cyphers purchased from you we had 219 strong and vigorous chicks from 257 eggs. This was a 93 per cent. hatch. We made two other hatches in the machine and they were equally as good. There were no fertile eggs in the machine after the chicks were hatched. I consider the Cyphers machine the best on the market today and will recommend it as the only machine for one to buy if they wish good results, for it will hatch every fertile egg.

GEORGE RING.

"SPEAKS VOLUMES FOR THE IMPROVEMENTS IN YOUR 1906-PATTERN MACHINE"

Clayton, N. Y., May 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

It gives us pleasure to inform you that with a 1906-Pattern Cyphers, No. 2 size, we took off, May 5th, 227 lively little chicks from 244 eggs. Three days later we had not lost a chick. This is a record breaker in my territory and speaks volumes for the improvements contained in your 1906-pattern machine.

F. D. ROGERS, Executor,
D. C. PORTER ESTATE.

"I WOULD NOT BE WITHOUT THE CYPHERS INCUBATORS"

Solon, Iowa, June 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I received your letter, and in reply will say that we were well pleased with the incubators which we bought of you this spring. One of my neighbors also got one at the time I did and he is perfectly satisfied. My first hatch gave me 181 chicks out of 212 untested eggs, and the second hatch gave me 174 chicks out of 195 untested eggs. My neighbor's success was equally as good as mine. Will again say we are well pleased and we will take pleasure in giving you the names and addresses of some of our friends who are thinking of starting in the poultry business. I would not be without the Cyphers Incubator and would not take double the price for it if I could not get another one.

JACOB KREISCHER.

"WILL ALWAYS BE PLEASED TO RECOMMEND THE CYPHERS INCUBATORS AND BROODERS"

East Andover, N. H., Feb. 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Thinking perhaps you would like to know what success I had last season with one of your Cyphers Incubators, I take the liberty of writing you. I used a No. 2, 220-egg machine, put in 220 eggs, tested out 21 eggs, leaving 199 in the incubator, and hatched out 178 lively chicks. I put them in two of your brooders and have raised 166 of them. They are doing well and I will always be pleased to recommend the Cyphers Incubators and Brooders.

F. E. PUTNEY.

LIKES THE IMPROVEMENT IN THE 1906-PATTERN

Deerfield, Mich., Oct. 2, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We purchased one of your 390-egg, 1906-Pattern Cyphers Incubators of your agent, Mr. C. C. Van Doren, of Adrian, Mich. I must say it is all it is represented to be. We have used it in competition with several other machines of different makes and sizes in the same room and with the same quality of eggs, and the chicks hatched in the Cyphers excelled those in the other machines in strength and vitality. The Cyphers also required a much smaller amount of oil than did the other machines, and the reliability of its regulator, the convenience and quality of the lamp, the nursery drawers for removing the chicks to the brooders, and the thoroughness and ease with which the machine can be cleaned after a hatch, are all valuable features. Nearly all the chicks hatched in the Cyphers lived and were so much stronger that they appeared days older, while the chicks hatched in the other machines nearly all died. We have used Cyphers Chick Food with excellent results. According to our experience, the extra amount of money paid for the Cyphers Incubator was well invested.

J. A. LAWSON.

"HATCHES STRONG, HEALTHY CHICKS"

Remington, Va., July 16, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We are operating one of your Standard Cyphers Incubators, 1906-pattern, 390-egg capacity, at present. We have received 90 per cent. of the fertile eggs and have found your machine absolutely non-moisture and self-regulating. It hatches strong, healthy chicks, in fact, cannot be beaten. We are using four of your Hygienic Indoor Brooders and they are the best we have ever used. We are also feeding the Cyphers Chick Food, and out of 700 chicks have lost only 14.

HUDSON MICKLEY.

94 PER CENT. OF GOOD, HEALTHY CHICKS

Leek Kill, Pa., July 29, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Replying to your recent letter I am operating one of your 240-egg, 1906-Pattern Standard Cyphers Incubators, and it gives me pleasure to say it is all you claim for it, self-ventilating, self-regulating and non-moisture. I hatched 658 chicks with it this season and they are big, healthy chickens. I must say that this incubator is in all ways the handiest and best incubator to operate that I have ever seen or heard of. I received 181 good, healthy chicks from 192 fertile eggs and I call that an excellent hatch.

EDW. P. KAHLER.

"WILL HAVE NONE OTHER THAN YOUR LATEST PATTERN"

Marshfield, Wis., July 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have found your incubators all, and more, than you claim for them. I had no previous experience in running hatching machines before I got the Cyphers, but from my first hatch received 87 chicks from 110 eggs; second hatch, 102 chicks from 112 eggs; third hatch, 101 chicks from 118 eggs. We have used no moisture at all in the Cyphers and when I buy more incubators next year will have none other than your latest pattern.

GEO. J. STRONG.

103 CHICKS OUT OF 125 UNTESTED EGGS

Apthorp, N. H., Oct. 26, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I bought a No. 1 Standard Cyphers Incubator of your agents, Messrs. Richardson & Nutting, and am pleased to report that I have had good success with it. This is the first season I have used an incubator of any description. I ran it alongside of a ——. I set both the Cyphers and the —— on the same day, put same kind of eggs in them and took as much interest in one as the other. Both contained 125 eggs. Out of the —— I received 67 chicks and out of the Cyphers 103 chicks. The Cyphers is the machine for me and I shall buy another one next spring.

I found your incubator self-ventilating as claimed and the regulator works O. K. The machine is just as you represent it to be, in fact more so.

F. W. PAGE.

"NEVER RECEIVED LESS THAN AN 87 PER CENT. HATCH"

Cashville, Va., July 21, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 Allow me to state that the Cyphers Incubator I purchased of you last fall, a No. 1, 120-egg capacity, has given satisfaction in every respect. *It is worthy of all the good things said about it. I have never received less than an 87 per cent. hatch and am recommending it to all my customers, as the only machine that will do all that is claimed for it.*

G. W. ADDISON.

REPEATEDLY RECEIVED 118 CHICKS FROM 120 EGGS

Unionville, Ohio, Sept. 15, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 We have been using the Standard Cyphers Incubators, both small and large sizes, for the past four years, and have always found them *most satisfactory in every way. They have fulfilled every claim you have made for them. We have received 118 chicks from 120 eggs repeatedly, and I believe you will agree with me this is the best evidence we can offer you in their behalf.*

F. M. NICHOLAS.

"A 92 PER CENT. HATCH—THIS IS GOOD ENOUGH FOR US"

Kenosha, Wis., May 3, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 Please send me a burner for my 220-egg, Standard Cyphers Incubator. I just took off a hatch from the machine and out of 205 eggs hatched 190 fine chicks—a 92 per cent. hatch. This is good enough for us and we ask for nothing better.

G. W. HIGBY.

HATCHES AVERAGED EXCEEDINGLY WELL THROUGH THE SEASON

Big Lake, Minn., Sept. 16, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 I wish to say that it gives me pleasure to recommend your manufactures. I have been using your No. 2 incubators for two years. It is my custom to test these machines with a lighted candle, closing the doors and windows. I have found them to be absolutely self-ventilating, for the candle never flickers. *Our hatches averaged exceedingly well through the season, and we feel great confidence in your machines. They seldom vary a degree during the season from February to June, and I would buy no other make. Several parties starting in the business have traveled a good many miles to visit us and learn of your goods in operation, and after seeing our machines they invariably stated they would buy the Cyphers. We have both your Style A and Storm King Brooders and with only ordinary care they hold the temperature perfectly.*

M. L. SPINK.

WORDS OF PRAISE FOR BOTH CYPHERS INCUBATORS AND BROODERS

New Haven, Conn., Oct. 12, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 It gives me pleasure to state that I use the Standard Cyphers Incubators exclusively, having abandoned the operation of all other makes, for I find the Cyphers machines can be depended upon to hatch under conditions which are ordinarily considered unfavorable. My first hatch in the Cyphers, operated in my barn, was entirely satisfactory, and I have invariably met with good success. I never had the least difficulty with the ventilation and consider the Cyphers as near perfect as it is possible to make a device for artificial incubation. The Cyphers Style A Outdoor Brooders have also given excellent results at all seasons of the year, especially in March and April, when most makes of outdoor brooders show faulty construction. For small chicks, up to three to four weeks of age, it cannot be excelled and I doubt if equalled. I have repeatedly had the Style A Brooders weather a March blizzard, and even though buried out of sight in a snow drift the lamp would be in perfect working order, and the chicks as strong and lively as though brooded under a hen.

GEORGE V. SMITH, Pres.,

West Haven Poultry, Pigeon and Pet Stock Association.

THE CYPHERS DOES MORE SATISFACTORY WORK THAN HENS—WITH LESS CARE AND EXPENSE

Cameron, Ill., July 31, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 In reply to yours of June 15th, will say, I am more than pleased with your machine as we have had splendid success. *From 240 untested eggs we hatched 195 fine chicks. The Cyphers, in my opinion, will hatch every egg worth hatching. Hereafter we will not use hens for hatching as we believe the incubator does more satisfactory work, with less care and expense. We expect to order another one of your machines in the spring. There have been a number of other makes of incubators in this neighborhood, but they have failed to succeed for some reason or other. We will take pleasure in recommending the Cyphers to all our friends and acquaintances.*

H. E. HOADLEY.

ONE CYPHERS HATCHES AS MANY CHICKS AS TWO OTHER MAKES OF MACHINES COMBINED

West Toledo, O., Nov. 17, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 Yours of September 11th at hand. I take pleasure in answering it and will say, I have used Cyphers Incubators from six to nine years and have never used moisture in the machine. Furthermore, it is self-ventilating, as claimed, and the regulators on all my machines have worked perfectly, and I would ask for none better. I have tried the Cyphers side by side with other makes of machines and have hatched almost as many good, strong chicks with one of the Cyphers Incubators as I have with two other machines. I gave all my incubators the same attention and the eggs were of the same strains. Out of three hatches from each machine I received 200 strong chicks from the Cyphers and 225 from the other two machines combined. The Cyphers machine I am using is a 220-egg size. One of the different makes is a 225-egg machine and the other is a 285-egg machine. I think the foregoing is proof which is the machine to use.

E. A. UNDERHILL.

95 AND 81 PER CENT. HATCHES

Lafayette, R. I., July 8, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 I am now operating one of your 110-egg size Farm-Economy Incubators and from 80 fertile eggs have hatched 76 chicks. My second hatch gave me 70 chicks from 86 fertile eggs. They are strong and vigorous and the machine cannot be beaten. We have had no trouble while hatching—never having to get up nights to look at the machine. Am also using one of your Storm King Brooders and had chicks in it last March, out-of-doors, when they were four days old. The thermometer registered 104 degrees and my neighbors came to see them and advised me to put them in a building, but I told them the Cyphers Storm King was good for outdoor work. I proved it beyond a doubt for I never lost a chick. Part of the time the brooder was covered with snow and I had to dig it out, but the chicks grew fine and strong. I am using the Cyphers Chick Food with the best of results.

ALVIN T. PHILLIP.

88 AND 92 PER CENT. IN SPITE OF LOW FERTILITY OF EGGS

Des Moines, Iowa, July 22, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 I have used the Cyphers Incubators for four years and have operated them side by side with another make. The Cyphers has always given me from 35 to 40 per cent. more chicks than have the other machines and they were stronger and better in every way. I have endeavored to post myself regarding the best incubators on the market, and in my estimation there is none equal to the Cyphers. It is far superior to any incubator I am acquainted with. My hatches this season have not been as good as previous years, for the reason that the eggs have not been so fertile. When the eggs are highly fertilized I have been able to obtain 90 to 100 per cent. hatches. In spite of the poor condition of the eggs my first hatch gave me 96 fine, strong chicks from 104 fertile eggs. I placed 240 eggs in this machine and rejected 136, so you will see the fertility was exceedingly low. From the two hatches I obtained 171 chicks from 193 fertile eggs. The chicks hatched from the Cyphers are strong and vigorous. I am satisfied that the Cyphers is a non-moisture, self-regulating machine.

I have also experimented with most of the foods on the market and have found the Cyphers the finest, the best, the cleanest and the most successful of any I have ever used. It is superior in every respect to other chick foods so extensively advertised. I am also using your Style A Brooders and the chicks thrive nicely in them. Next season I shall want two more incubators and ten to fifteen Style A Brooders. It will give me pleasure to recommend your manufactures to all my friends and customers.

W. H. FORT.

GOOD HATCHES UNDER MOST UNFAVORABLE CONDITIONS

Defuniak Springs, Fla., Aug. 2, 1906.
Cyphers Incubator Co., Buffalo, N. Y.
 We desired to give your 1906-Pattern Standard Cyphers machine, which is made with a drop-bottom, a thorough test, so we heated it just as soon as we had it set up. The next day it was perfectly regulated and ready for the eggs. On the morning of the twelfth of July we put in 130, tested out 46 on the sixth day, took out five more on the sixteenth day, leaving 79 eggs in the machine. Today (August 2d) we have 67 chicks hatched from that number of fertile eggs, under what we consider the most unfavorable conditions. The incubator was run in the month of July in a frame house above ground, without a shade tree within fifty yards. Besides this, the machine stood directly in a draft. The figures as given above show a hatch of 84 per cent. of the fertile eggs, which is the best I ever heard of under such conditions and with such a high percentage of infertility. We give the drop-bottom credit for 20 per cent. of this hatch and think it indispensable in this climate.

T. W. HESS.

AVERAGE HATCHES 90 PER CENT.—CHICKS STRONG AND VIGOROUS

Ephesus, Va., July 28, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am pleased to report that I am operating one No. 1 Cyphers Incubator and am entirely satisfied with the work done by my machine. The machine was operated in a shaky room, the eggs were weak in germ vitality, I made a number of mistakes, but in spite of these difficulties my average hatches have been 90 per cent. I never saw stronger and more vigorous chicks. The Cyphers is a perfect, non-moisture and self-regulating machine. I am also using two of your brooders, a Storm King and a Hygienic Indoor, and have not lost more than two per cent. of my brooder-reared chicks as against 40 or 50 per cent. of those reared by hens. Have used your Chick Food and find it to be splendid for little chicks.

H. S. IRWIN.

HIGH-CLASS PRIZE WINNERS HATCHED IN THE CYPHERS

Washingtonville, Pa., July 16, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your favor of the 12th inst. received and in reply will say, the 360-egg and 120-egg capacity incubators bought of you last spring have given the best of satisfaction. From the 120-egg machine I hatched 93 strong chicks from 95 fertile eggs, and from the 360-egg machine 185 chicks from 197 eggs. The Cyphers has all other makes of incubators beaten a mile as a perfect hatcher. A number of my high-class Columbian and Buff Wyandotte prize winners have been hatched in the Cyphers machines. I consider this positive proof of the good work they will do.

WM. D. SEIDEL.

96 PER CENT. OF SMART AND LIVELY CHICKS

Aurora, Ill., May 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

The 1906-pattern Cyphers Incubator was received in good shape. I loaded it with a lot of old eggs and gave it its first trial. Today (Sunday) I opened the incubator door and took out just 100 smart and lively chicks out of 104 fertile eggs. No other machine under the sun would have hatched the four eggs, hence think the 96 per cent. is better than I would have received from any other machine manufactured. If there is any incubator on this earth that will hatch every fertile egg the 1906-Pattern Cyphers has for me, I would like to hear of it. I have my incubator in a cellar on the ground floor and only two or three windows to give ventilation.

L. R. FELTER.

"THE AVERAGE HATCHES IN THE CYPHERS WERE 94 PER CENT."

Hollidaysburg, Pa., July 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

After a severe season's trial, alongside of other widely advertised machines, the No. 2, 1906-Pattern Standard Cyphers Incubator has cleared my mind of any doubt as to the best incubator made. The regulation, moisture and ventilation were all controlled perfectly, while the percentage of chicks hatched averaged 10 per cent. above the other machines' best records. The average hatches in the Cyphers were 94 per cent. No one could expect better results than this.

W. J. CASSIDY.

OPERATING SIX—WILL BUY FIVE MORE

Flat Rock, Mich., June 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We thought possibly it might be of interest to you to know that on the 13th inst. we had a 96 per cent. hatch from one of your 240-egg, 1906-Pattern Standard Cyphers machines. We will be in the market this fall for five more No. 2 machines, five Style A Brooders and possibly seven or eight Hygienic Brooders. We now have six of your machines and are using your incubators and brooders exclusively. It is unnecessary for us to say more about your machines after reading the foregoing.

DALLAS & DOUGLAS.

RECEIVED TWO 96 PER CENT. HATCHES AND ONE 88 PER CENT. HATCH

Bellmore, N. Y., July 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I use one of your 1906-Pattern Incubators, and have found it far superior to other makes which we have had. We have made three hatches with the Cyphers, and out of the first hatch received 120 chicks from 125 fertile eggs; second hatch, 125 chicks out of 130 fertile eggs; third hatch, 120 chicks out of 135 fertile eggs. They are all lively and strong today. I do not think there is a machine made that equals your 1906-Pattern. We are satisfied it is a non-moisture and self-ventilating machine. We use your Style A Brooders, which we consider perfect; also your Chick Food, which we are never without. We have not lost one chick since using your brooders.

WM. A. FANSHAW.

TWO CONSECUTIVE HATCHES OF 95 PER CENT.

Buffalo, N. Y., July 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating one of your 1906-Pattern No. 2 Incubators, and it is with pleasure I give you the results of my hatches. I filled the machine with 200 eggs and after testing there were 135 fertile eggs in the machine. From this number we hatched 129 healthy chicks. From the second batch out of 128 fertile eggs we received 122 chicks. All that I have to do is to turn on the gas and the machine will do the rest. The regulator does its work perfectly and never varied one degree during the two entire hatches. Am thoroughly satisfied with the results obtained from the Cyphers.

MATHIER J. KUMPFER.

80 AND 85 PER CENT. OF UNTESTED EGGS

Hobart, Ind., July 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

This is my first season with an incubator. I had very good success with my Cyphers machine, and am only sorry I didn't get a larger one, which I intend doing, however, another season. The chicks are strong and healthy and I got from 80 to 85 chicks out of every 100 untested eggs I put into the machine. The machine is right in every particular and I cannot help but praise it to everyone who is interested in incubators. Some of my neighbors have machines of other makes and have had no luck whatever, many of them not even hatching one chick.

J. E. KELLEY.

CYPHERS INCUBATORS AND BROODERS ARE A COMPLETE SUCCESS

Toms River, N. J., May 31, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I purchased one of your 1906-Pattern No. 2 Incubators, 240-egg capacity, from your agents, Messrs. Taylor Bros., Camden, N. J., and two Style A Outdoor Brooders, and find them both a success. I am a beginner in the poultry business. Am operating the machine for the pleasure there is in it and until I saw the Cyphers knew absolutely nothing about incubators. I find that your machines require very little attention. I am in the general merchandise business here and have as high as three to four thousand eggs on hand from customers, and when I started my incubator I was not particular as to the eggs I used in my first attempt. However, out of 240 eggs I threw out 108 that were not fertile, leaving 132 eggs in the machine, out of which I have 109 strong chicks, a very good start, I think, when considering the quality of the eggs and the fact that I am a beginner. Am pleased with both the incubator and brooder and would not under any consideration be without them. The incubator does the work required of it and is very easily handled. To my way of thinking, the Cyphers Incubators and Brooders are a complete success.

SAMUEL LEVY.

HATCHED 90 PER CENT. OF ALL EGGS SET

Steinsburg, Pa., July 22, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating seven incubators, five of which are the Standard Cyphers, No. 3 size. My average hatches this year in the Cyphers have been 90 per cent. of all eggs set. If the eggs are good the hatches will be good, for the Cyphers Incubators are self-regulating and non-moisture machines and the chicks are always good and strong. Your machine requires less oil than do the others I am using. From the other machines I get only one-half of the fertile eggs, which is not the case with the Cyphers. I am also using your Hygienic Brooders and they are giving good results for the chicks thrive well in them, especially when fed on Cyphers Chick Food.

H. A. YODER.

94 PER CENT. HATCH WITH NO PREVIOUS EXPERIENCE IN OPERATING INCUBATORS

Martins Ferry, Ohio, July 15, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

It gives me great pleasure to reply to yours of June 4th by stating that I operate one Standard Cyphers, 1906-Pattern. I had no experience whatever with an incubator, but received 51 as strong and vigorous chicks as I ever saw from 54 fertile eggs. In regard to its being non-moisture and self-regulating will say, the good hatches I receive speak for the machine.

JOHN TIERNEY, JR.

10 TO 15 PER CENT. BETTER HATCHES THAN FROM OTHER MAKES

Grayling, Mich. July 5, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We are satisfied with what the 1906-Pattern Standard Cyphers Incubators are doing for us. They are operated side by side with four other makes of incubators and our records for the past five months show that the Cyphers hatched from 10 to 15 per cent. more chicks than do any of the other machines. They are also easier to operate, clean to handle, and we certainly consider them the best machines on the market today.

J. L. HANNES, Mgr.

THE WOODMERE POULTRY FARM.

"WE ARE PROUD OF OUR HATCH—95 PER CENT."

Heuvelton, N. Y., May 14, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Replying to your recent letter, we are pleased to say that about 126 of our best Butte Wyandotte eggs were placed into a No. 1, 1906-Pattern Standard Cyphers Incubator and after testing out 29 eggs on the 10th day the remaining 97 eggs gave us 93 strong, healthy chicks. We are proud of our hatch, which, as you will note, was 95 per cent.

F. B. SMITERS & SON.

"AS HATCH AFTER HATCH CAME OFF"

Viroqua, Wis., May 25, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Not content with your printed guaranty, which would have been sufficient for one less sceptical, I worded a guaranty to suit myself and sent it to you, upon which you promptly furnished me with a No. 2, 1906-Pattern Standard Cyphers. It gives me pleasure to say that the machine has done everything expected of it, and more too, hatching a larger percentage of fertile eggs than we have been able to obtain by the natural method. All told, I am perfectly satisfied with themachine and my success has been most gratifying because of the frequent and repeated tests made with other incubators which have each and all proven comparative failures. I am perfectly willing that this little report be published in your catalogue, because I believe it will be advantageous to many friends throughout the country with whom I have been corresponding and who will be influenced by it. As hatch after hatch came off, my satisfaction with the machine increased. I only wish that I might induce others to invest in a Cyphers, as I know it will "make good." I have operated quite a number of machines and in my judgment, based upon experience in incubating thousands of eggs, the Cyphers is the best machine produced. With repeated comparative tests made between your incubators and hens, the incubator invariably won out. I have, therefore, determined to never again incubate eggs by the natural method.

J. HENRY BENNETT.

"CYPHERS MACHINES ARE SO LITTLE TROUBLE"

Stafford Springs, Conn., Sept. 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to yours of the 12th inst, would say, I have used your incubators for the past three years with the best of success. In the spring of 1904 I purchased a 120-egg machine; in 1905 a 220-egg size and in 1906 a 240-egg capacity. Previous to 1904 I had always hatched my chicks under a hen or bought them of other parties, but the Cyphers machines are so little trouble that I would rather use them than hens. I have always found your incubators to be practically non-moisture. I consider the ventilation perfect and the regulator keeps the temperature steady under the most variable weather conditions. My experience has been that if the eggs placed in the Cyphers are at all hatchable, they will bring out strong, healthy chicks. Taken as a whole, I believe your machines to be as near perfection as any on the market and just as represented. You are at liberty to refer to me at any time concerning the working of your incubators.

LA VERGNE DIMOCK,

Banner Poultry Yards.

CYPHERS INCUBATOR PROVED A GOOD INVESTMENT

Adrian, Mich., Sept. 29, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Early last spring I purchased of your agent, Mr. C. C. Van Dorn, one of your No. 2, 1906-Pattern Standard Cyphers Incubators. Although my friends tried to discourage me in making this investment on account of the many failures with other makes of incubators, I was determined to give the Cyphers a trial, which I did with the following results: When we have disposed of the stock on hand, all hatched in one of your incubators and reared in four of your Style A Outdoor Brooders, our entire outfit, as above named, will have been paid for out of the profit. I have received. We call this a pretty good investment. In my opinion the Cyphers goods are the best on the market today, the incubators working to perfection in every way. We set it four times and received excellent hatches each time.

C. J. AYERS.

BEST HATCH 93 PER CENT.—POOREST, 82 PER CENT.

Toledo, Ohio, July 16, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating one of your 66-egg Standard Cyphers Incubators, 1906-Pattern and my best hatch was 56 strong, vigorous chicks out of 60 fertile eggs; my poorest hatch was 32 out of 39 fertile eggs. This made a 93 per cent. hatch for my best hatch and 82 per cent. for my poorest, which we consider excellent work. We have operated several different makes of machines and find the Cyphers nearest to "nature's own way." In regard to moisture and self-regulation, it is almost perfect. All I have to do in operating my Cyphers is to fill and trim the lamp, turn the eggs and the machine does the rest. Have fed your Chick Food for two years and have had the best of results. Have not lost a chick during this time with bowel trouble.

JOHN PEW.

SMALLEST HATCH 83 PER CENT.—LARGEST 97 PER CENT.

Oberlin, Kas., July 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating one of your 240-egg Cyphers, 1906-Pattern machines, and have brought off a hatch of 235 chicks out of 239 eggs. 201 chicks from 240 eggs is the smallest hatch we have ever had. The chicks are all strong and lively, and I think the Cyphers Incubator is the best machine made. The regulator is perfect and the machine in every way has given complete satisfaction.

MRS. IDA CODY.

BOUGHT ONE, THEN ANOTHER

Georgetown, Del., Oct. 1, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

It is always a pleasure to recommend a machine to my friends that I know will come up to what the manufacturers claim for it. Your 1906-Pattern is surely a non-moisture, self-ventilating and self-regulating incubator. Early in 1906 I ordered one of your 390-egg size Standard machines of the Philip Thompson Co., and filled it with eggs. When my neighbors saw what a lot of chickens it hatched they wanted me to hatch chicks for them, so I ordered another machine of the same size and still could not hatch enough, so I will want more of your machines as soon as I can build a place in which to locate them. I expect to make hatching for others a specialty and shall use none but the Cyphers. I do not see how I got along at all before I bought your machine. The drop-bottom and the nursery drawers in the 1906-pattern are labor-saving devices, especially so when cleaning up after the hatch.

BYRON PEPPER.

"YOUR MACHINE WILL DO ALL THAT IS CLAIMED FOR IT"

West Chester, Pa., Aug. 1, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have two of your old-style 60-egg capacity incubators and find them to be good machines. I placed 57 eggs into one of them and got 55 chicks (96 per cent.) and had three hatches on that average. From one No. 1, 1906-pattern machine I received the following: First hatch, 130 eggs, received 121 chicks; second hatch, 134 eggs, 127 chicks; third hatch, 130 eggs, 119 chicks. Your machine will do all that is claimed for it and will hatch every hatchable egg.

J. B. GROCE.

"CHICKS ARE THE LIVELIEST, HUNGRIEST LOT I EVER SAW"

Newton Lower Falls, Mass., May 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am pleased to write you, advising you of how well my No. 1, 1906 Standard Cyphers machine is doing. As this is my first attempt with your machine, and having the success that I am, I thought you would be interested. My first hatch I tested down to 121 fertile eggs and hatched 105 healthy chicks. My second hatch I tested down to 126 fertile eggs and hatched 106 good, strong chicks. In the third attempt I had 128 eggs in the machine and hatched 110 healthy chicks. This gives three average percentages as follows: 86, 85 and 83 per cent. respectively. The chicks are the liveliest, hungriest lot I ever saw and if anybody can beat my hatches with the Cyphers, or any other machine manufactured, I would like to know it.

MANLEY SEAVENS.

A 99 PER CENT. HATCH

Martin City, Mo., April 27, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We are delighted to report that the No. 3 incubator purchased of you is doing splendidly. After testing out all of the unfertile eggs and dead germs, there were 300 eggs left. Out of these 300 eggs we hatched 298 fine, strong chicks. We consider that a 99 per cent. hatch cannot be beaten. It will give us pleasure to recommend the Cyphers to our friends and acquaintances.

J. H. KNOCHE.

EGGS FROM BEST MATINGS PLACED IN CYPHERS MACHINES

Plymouth, Wis., June 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We have been using six Standard Cyphers Incubators for the past five seasons and they have never failed to give entire satisfaction. During this time we have frequently been asked for advice by poultrymen and fanciers about purchasing incubators and in every instance we have recommended your machine, with the result that they were well pleased with the Cyphers. We never fail to place the eggs gathered from our best matings in your machine, since our experience proves that they bring about better results than does the average hen. During the past five years we have hatched from 600 to 800 chicks each year with your machine and while the hatches vary at different seasons we have never had what is called a really poor hatch. Your machines are so admirably devised and well constructed that any careful and sensible person can run them successfully. It is unnecessary to sit up nights to watch the Cyphers.

WENTZ BROS.

THREE HATCHES AVERAGE 90 PER CENT.

Greenfield, Mass., July 25, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

The past season I have operated three machines, one 240-egg 1906-Pattern Standard Cyphers and two hot-water machines. I operated the Cyphers in a hen house where the temperature ranged from 45 to 98 degrees. The regulator worked to perfection and the three hatches averaged 90 per cent. of the fertile eggs. I did not use any supplied moisture. It gives me pleasure to recommend the Cyphers Incubators to my friends, as a result of the good work they have done for me.

O. D. DOOLITTLE.

"KEPT THE INCUBATOR AND THE BROODER"

Latonia, Ky., July 10, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your letter addressed to me at Independence, La., reached me this morning at Latonia, Ky. Was pleased to receive same from the Cyphers Company and to feel that a small customer is just as well thought of as a larger one. I bought a Farm-Economy Incubator and one outdoor brooder from your firm and put 98 eggs into the incubator. After the seventh or eighth day I tested out 11 unfertile eggs, leaving 87 fertile eggs in the machine and am glad to say that I hatched 83 of them, which was a 95 per cent. hatch. I raised all the chicks in the brooder and continued working the incubator until we had 600 or more chicks. We then sold all of our furniture, etc., but kept the incubator and the brooder for we wanted to make sure of being able to have a first-class machine when we again started in the poultry business. We had uniformly good hatches and the chicks were strong and hardy. The Cyphers Incubators, if operated according to directions, should please and satisfy any level-headed man.

WM. P. CAPPING.

"HAVE NEVER HAD A POOR HATCH"

Flint, Mich., Sept. 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Have used your Incubators and Brooders since 1900, and have hatched everything from White Cochins Bantams to Pekin Ducks and have never had a poor hatch. I raised 150 chicks to the age of ten weeks from 188 placed in your brooders, which I consider good enough for anyone. The 1906-Pattern Cyphers is an improvement over the old style, especially in the use of the chick drawers. I have never found a spot or place where your goods were not as represented. I am now making a specialty of White Cochins Bantams and will hatch them in the Standard Cyphers Incubators.

F. P. WILDMAN,

Genesee County & Pet Stock Association.

"BETTER THAN ANY OTHER INCUBATOR HAS EVER BEEN ABLE TO DO"

Kansas City, Mo., April 14, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Pardon the delay in answering your letter of the 24th. Out of 366 eggs set in a Cyphers Incubator purchased of you, 339 of them proved fertile and from these we hatched 318 good, strong chicks. We believe this is better than any other incubator has ever been able to do for us.

P.-B. FARM,

Per M. M. Beal.

"CANNOT AFFORD TO USE ANY MACHINE BUT THE CYPHERS"

Wyoming, Del., July 23, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have been using your Standard Cyphers Incubators for the past five years and they have given me the utmost satisfaction. They are easy to operate, keep an even temperature and the ventilation is superb. I have been in the poultry business for the past fifteen years and during that time have used several different makes of incubators and brooders, but I have now reached the point where I cannot afford to use any machine but the Cyphers, for while they are a little higher in price to begin with, they more than pay for themselves by not wasting the eggs, as the other machines have done.

T. COKE CHAMBERS.

"EXPECT TO ADD MORE MACHINES NEXT SEASON"

Bedford, N. H., Sept. 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We have used a Cyphers Incubator for the last four years and find that it is an entirely non-moisture and self-ventilating machine. The regulator is as near perfect as it can be made. The Cyphers Incubators have given us splendid satisfaction and we expect to add more machines next season. The Cyphers Brooders and poultry foods are first-class and will be used exclusively by us hereafter, for we have had splendid results from them.

H. L. & H. W. PEASLEE, Proprietors,

Granite State Poultry Yards.

PRIZE WINNERS HATCHED IN CYPHERS MACHINES

Frankfort, N. Y., Sept. 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

After using the Cyphers Incubators for the past two years I am pleased to say I find them to be very nearly perfection and about as near nature as it is possible to make a device of this kind. I have run the Cyphers side by side with another popular make and found it so much better in every way that last season I used only your machines. They have proved themselves to be self-ventilating and it has not been necessary to supply moisture to get a good hatch. Although I ran the machine in a building where the temperature would vary 40 degrees, I had a hatch of 124 chicks from 134 eggs. I have found the regulator very sensitive and have never had a Cyphers lamp smoke, while with my other make of machine I have been troubled with the blaze running up and filling the entire room with smoke and soot. I am also pleased to state that many of my Barred Plymouth Rocks that have won prizes for me and my customers at the best shows east and west were hatched in Cyphers Incubators.

ARTHUR E. BOUCK, Prop.

HIGHLAND POULTRY FARM.

TWO HATCHES—96 PER CENT. CHICKS; 88 PER CENT. DUCKS

Sugar Grove, Pa., Aug. 24, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

My two hatches have been as follows: 174 chicks from 180 fertile eggs (96%); second hatch, 70 chicks from 79 fertile duck eggs. I find that your machine does not need any supplied moisture, as it is so well made that this is taken care of admirably. I have left the Cyphers to run itself for eighteen hours at a time and the temperature does not vary more than half a degree. I can turn the eggs in two No. 2 Cyphers machines in five minutes. It is less work to take care of two Cyphers Incubators than a couple of sitting hens and the results are a good deal surer. I will always have a good word for the Cyphers.

VANE WOODIN.

THREE HATCHES—80 PER CENT., 86 PER CENT., AND 90 PER CENT.

Dubuque, Iowa, Sept. 22, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Replying to your letter will say, my first experience in operating an incubator was during the months of April, May and June of this year. I purchased one of your No. 2, 1906-Pattern Standard Cyphers machines and found it to be as represented in every respect. It is certainly a non-moisture and self-ventilating machine and the regulator works to perfection. During the three months experience I brought off three hatches and operated the machine for two weeks on the fourth hatch, at which time I turned over my stock of incubators, brooders and chickens to someone else. The percentages of fertile eggs were as follows: First hatch, 80 per cent., second, 86 per cent., third, 90 per cent., and the fourth hatch at the time I turned it over to the other party indicated to be a better hatch than any of the three preceding. The reason why the first and second hatches were not as good as the third and last hatch was due to the location of the incubator, the room in which it was operated not having sufficient ventilation. I also used two of your 1906 Style A Brooders, and they gave perfect satisfaction. When speaking of incubators to anyone I always have a good word for the Cyphers.

A. J. PLAMANDON.

"GOOD PROOF THAT IT IS AS NEAR PERFECT AS CAN BE MADE"

Herkimer, N. Y., July 8, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I received your letter of June 1st, and beg to say that I am operating one of your standard make of machines. I have operated three other makes but am now using the Cyphers exclusively. My first hatch with it gave me 96 chicks out of 100 fertile eggs and the second hatch gave me 116 chicks out of 124 fertile eggs. As these hatches gave me 96 and 93 per cent., I am perfectly satisfied that your machine is the best on the market. I expect to send an order for another machine next spring. The Cyphers will hatch every egg that would hatch under a hen, which is good proof that it is as near perfect as can be made.

F. H. BELLINGER.

THREE SUCCESSIVE HATCHES AVERAGING 94 PER CENT

Bruce Lake, Ind., July 30, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am glad to send you herewith the number of eggs incubated and number of chickens hatched in three successive hatches, made by Mrs. C. C. Loudon, Star City, Ind., in one of your 140-egg, 1906-Pattern, which she bought on my recommendation last spring. She put into the incubator 143 eggs, tested out 30 and hatched 106 chicks. Second hatch, 165 eggs, tested out 29, and hatched 126 chicks. Third hatch, 166 eggs, tested out 19, broke 2 and hatched 143 chicks. They are all strong and healthy. Other persons who have bought machines on my recommendation have done fully as well. The Cyphers has done good work in this territory and I take pleasure in recommending it, for it can be depended upon to do the work claimed for it.

C. L. MYERS.

START RIGHT—THAT MEANS BEGIN WITH THE CYPHERS

100 PER CENT. HATCH—"NEVER SAW AN INCUBATOR IN OPERATION BEFORE"

Cambridge, Ohio, Aug. 8, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Your communication of the 1st received, also the goods ordered. Thank you for your promptness. I am well pleased with the goods. I will tell you of my first experience with an incubator. I bought one No. 3 Standard Cyphers from your agents, the Orme-McMahon-Thompson Co. I set it up and ran it three days; then I put into it 393 eggs, tested out 33 and brought out 360 strong, healthy chicks—a 100 per cent. hatch. I followed your instructions in handling the machine and am very much pleased with it. The regulating device is fine. If I buy more incubators they will be nothing but the Cyphers. I never saw an incubator in operation before I bought mine.

I. S. LINEWEAVER.

NOT ONE FERTILE EGG LEFT IN THE MACHINE

Grassmere, L. I., N. Y., July 14, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In reply to your letter of recent date will say that I operate two of your 140-egg, 1906-Pattern Standard Cyphers Incubators, but expect to buy more later on. I have run four hatches through these machines with the following results: First hatch, 73 chicks from 98 eggs—74 per cent. Second hatch, 89 chicks from 105 eggs—84 per cent. Third hatch, 85 chicks from 100 eggs—85 per cent. Fourth hatch, 115 chicks from 125 eggs—92 per cent. The chicks are all strong and vigorous when hatched. I have operated my Cyphers Incubator in a room in the basement next to the kitchen, with a hot fire in the range day and night, and had no trouble whatever in regard to moisture. The chicks all pipped on the 20th day and were out by the morning of the 21st day. There were no fertile eggs left in the machines after the hatch was cleaned up, which is positive proof that the Cyphers will hatch every hatchable egg. I am also using your Storm King Brooders and the chicks thrive and grow faster than do those with hens. I feed Cyphers Chick Food and want no better. Am perfectly satisfied in every way with the goods you manufacture.

E. SPRINGMANN.

SIX HATCHES AVERAGED 92 PER CENT.

Cincinnati, Ohio, July 5, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am operating a No. 0 Standard Cyphers Incubator and have run six hatches through it averaging 92 per cent. The chicks have been strong and vigorous. The incubator is a non-moisture machine, self-regulating, holding the heat to a fraction of a degree. I am also using the Cyphers Brooder and the chicks are thriving well in it. Have had good results with your Chick Food.

JOHN BRASHER.

WILL HAVE NONE BUT THE CYPHERS

Lincoln Park, N. J., March 23, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I ordered today through your New York Branch House one Cyphers Incubator and would kindly ask you to send it tomorrow if possible. I am in a great hurry to get the machine as the eggs are already waiting for same. I am so anxious to receive your machine on account of a poor machine I bought. I have one of your 220-egg machines at work at the present time and every hatch so far has been successful. The last one was a wonder. I put into the machine 223 eggs, tested out 26 infertiles on the 6th day and on the 18th day 11 more, leaving in the machine 186 fertile eggs, from which I got 179 chicks, all strong and healthy. I ask for nothing better than this, as this was a 96 per cent. hatch. Four weeks ago I bought another machine, a ———, set it on the same day as yours with eggs from the same pens. On the 18th day there were left in the machine 209 eggs and out of this number of eggs I got eight small, weak chicks. I may say to you that eight chicks out of 250 eggs taken from same pens as those placed in the Cyphers machine, is not a very good result, and I do not dare to put another egg into the ——— machine as I have already lost too much money and time on account of it. Now I have the eggs on hand and no incubator, hence kindly oblige me by shipping the machine ordered at once so that the eggs will not be spoiled. I have used four different makes of machines besides the Cyphers, but there is nothing that can beat your machine and I will never again have another make of incubator on my place. The Cyphers is the machine for me.

WM. H. SCHMIDT.

FIRST EXPERIENCE WITH AN INCUBATOR GIVES 90½ AND 93 PER CENT.

Martin's Ferry, Ohio, June 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Please send me one of your Poultry Supply catalogues. I received my Standard Cyphers Incubator and was highly pleased with it. From the two hatches taken off I got 90½ per cent. the first hatch, and 93 per cent. the second hatch. This was my first experience with an incubator, so you see the Cyphers will do all that is claimed for it.

JOHN J. TIERNEY.

"ALL MY HATCHES HAVE BEEN OVER 90 PER CENT."

Bradford, Pa., July 26, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am using two No. 2 Standard Cyphers machines, and my largest hatch was 216 fine chicks out of 232 untested eggs. All my hatches have been over 90 per cent. I am satisfied the machine is non-moisture and all that you claim for it. I use only Style A Brooders and have had good success in raising the chicks hatched. Am operating both my incubators and brooders with gas.

J. C. STINSON.

"CHICKS HATCHED IN THE CYPHERS ARE STRONGER AND EASIER TO RAISE"

Beatrice, Neb., Sept. 18, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

This is my first year with the Cyphers Incubators, and I am very well pleased with the results obtained. It is superior to the machines I have been using for a number of years and I find the chicks hatched in the Cyphers are stronger and easier to raise than the chicks hatched in the machines of other makes I have and which I considered good until I used the Cyphers. I believe the reason the chicks are better hatched from the Cyphers is due to the fact that it is a strictly non-moisture machine, with perfect ventilation and a regulating device that works faultlessly. We intend to start the 1907 hatching season with Cyphers Incubators exclusively, and can recommend them to our friends, for we know they will do exactly as claimed.

G. A. WIEBE, Prop.,
Fairview Poultry Farm.

IS USING FOUR—WILL BUY SEVEN MORE, LARGEST SIZE

Marmette, Wis., July 23, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I am pleased to report that I have used three of your 240-egg, 1906-pattern machines and one 120-egg machine this season. I put 110 White Rock eggs into the smaller size machine, tested out 12 infertiles and hatched out 90 good, strong chicks. Next season I shall put in seven more of your No. 3 machines, as I find them to be non-moisture and self-ventilating. The past season I have fed all my fowls on Cyphers Chick Food, which has given me the best results I ever had. I consider your balanced-ration foods of the different sorts the best on the market today.

A. A. DIAMOND.

"HATCHES AVERAGE 90 PER CENT. OF FERTILE EGGS"

New Orleans, La., Feb. 6, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have one of your 220-egg Standard Cyphers machines and am able to hatch 90 per cent. of the fertile eggs. Have taken off six hatches per year during the past four years and the results have been uniformly satisfactory. Am able to raise at least 80 per cent. of the chicks hatched in your machines, which speaks well for incubator-hatched chicks.

J. MULLALLY.

SIXTEEN-YEARS-OLD BOY'S FIRST EXPERIENCE PROVES SUCCESSFUL

La Grange, Tex., July 20, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Enclosed find forty cents for a box of your Lice Powder. Concerning incubators, I have used one of your Standard Cyphers machines for two years with the very best satisfaction. I bought this machine second-hand, but it has done as good work as a new one. My first hatch gave me 88 per cent. of the untested eggs; in fact, I did not know how to test them, as this was my first experience with an incubator. I had frequently seen the former owner of the machine turn the eggs and that was all I knew about them. I consider this decidedly good luck for an inexperienced boy of sixteen years. I will always speak highly of your "most astounding hatchers."

JOHN ALEX. LOGAN.

GOOD HATCHES IN HOT WEATHER

Texarkana, Texas, Oct. 17, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have operated the Cyphers Incubators for two years, one year in the east and one year in the south. When I came south this spring to plan and build one of the largest poultry farms in Texas, neighbors and friends said that I could not hatch chickens successfully with an incubator in this warm climate. However, we ordered three of your 390-egg, 1906-pattern machines to start with, and now have five (5) incubators of your make, which we have operated during the hottest part of the summer. In July we hatched 301 chickens from 402 eggs. We like the Cyphers for several reasons, among which are that it is a self-ventilating, non-moisture machine. It is impossible to say too much for the Cyphers Incubators and Brooders.

Respectfully,

H. G. WAIN, Mgr.,
The Temple Poultry Farm.

START RIGHT—THAT MEANS BEGIN WITH THE CYPHERS

"NEVER HAD A POOR HATCH"

St. Joseph, Mo., June 21, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I have used two of your Standard Incubators during the last four years and have found them to meet all the requirements of a first-class hatching machine. I have never had a poor hatch with the Cyphers, and have not had any trouble with the lamp going out or smoking, as the operators of other machines have had. I have raised several hundred young chicks in your brooders this year and hut two have died thus far. If I needed twenty incubators they would all be the genuine Cyphers.

E. L. McDONALD, Secretary,
Western Poultry Fanciers' Ass'n.

"WE WANT THE BEST AND NOW KNOW WHERE TO GET IT"

Morgan, Minn., June 14, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

We received your favor of the 6th inst. in which you would like to have us state what we think of the incubators and brooders of your manufacture. We are pleased to say that in our opinion they are the best on the market and we will certainly recommend them to anyone wishing a good incubator and brooder. From the five hatches brought off with the Cyphers Incubator we now have 714 strong, healthy chicks. Of the four lots of chicks placed in your brooders I raised 98 per cent. One lot of chicks I put in a

Outdoor brooder, for which I paid \$14.00, I lost over one-third of the little fellows. We called it the chick "killer" instead of the brooder. I expect to buy either two or three incubators and ten or twelve brooders next season and will certainly place my order with your company, as we want the best and now know where to get it.

A. M. FREDERICKSEN.

"THE RIGHT MACHINE FOR A BEGINNER"

Kimmswick, Mo., Aug. 6, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

My first hatch came off yesterday and I am well pleased with your incubator. It is the right machine for a beginner; all one has to do is to follow the directions and you will have "luck." In regard to your chick food will say, any one raising young chicks cannot afford to be without Cyphers Chick Food. I fed my first chicks on your food, but later on neglected to send for more and the difference was apparent at once, for they did not grow anywhere near as rapidly as when fed on your food.

W. HENDRICHSEN.

"THE CYPHERS IS O. K."

Charleston, S. C., May 13, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I am running one of your No. 1 Standard Cyphers Incubators and would like to report to you what a first-class incubator it is. The place I have it in is exposed to the southern sun, the temperature is very changeable and the moisture is very high, as we have been having rain three times a week, and with it all I have hatched eighty-five per cent. I have run a good many incubators, but I must say that the Cyphers is O. K.

H. PURSE.

South Boston, Va., Dec. 11, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I purchased one of your incubators from T.W. Wood & Son last spring, and though we never used one before, we hatched 86% of fertile eggs at first hatch and 87% at second.

Yours truly, W. L. OAKES.

"106 STRONG, HEALTHY CHICKS FROM 109 EGGS"

San Francisco, Cal., Aug. 1, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

Your favor of the 29th just received. In reply will say the 120-egg incubator bought of you last spring has given the best of satisfaction. It is easily managed and the non-moisture feature beats all others. From our last hatch we got one hundred and six strong, healthy chicks from one hundred and nine fertile eggs, which we consider very good. We have tried four other makes of incubators, but will discard them all for the Standard Cyphers.

JAS. W. BEATY.

"ADVISED FRIENDS TO BUY CYPHERS"

Newellton, La., June 13, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

I am in receipt of yours of the 10th inst. and replying to same will say that the incubator purchased of you some time since is entirely satisfactory in all respects. I have advised several friends who are contemplating buying incubators to buy the Cyphers.

S. L. COHN.

337 FINE, STRONG CHICKS AND NOT ONE CRIPPLE

Winchester, S. D., March 31, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

Please advise me of the price of one of your 390-egg incubators; also send me a catalogue and price of your brooders. I have one of your 390-egg machines now and just had a hatch come off. Out of 374 eggs I had 337 fine, strong chicks and not one cripple in the lot. On the strength of the good work I have been able to do with your machine, I believe I can sell several to people in the poultry business here.

W. K. SHEARON.

AN AVERAGE OF 84 PER CENT. THROUGHOUT THE SEASON

Fishkill, N. Y., Oct. 1, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

In replying to yours of the 26th inst. will say there are a number of good incubators on the market, but for simplicity, accuracy and largest percentages of chicks hatched from fertile eggs under all conditions, including climate and outside temperature I have yet to find a machine that for ease of operation and results will equal the Cyphers Incubator, and I know whereof I speak, for during my fifteen years' experience in the poultry business I have operated nearly that number of different makes of machines. Our praise does not stop with Cyphers Incubators but is equally as strong concerning your brooders and food preparations. This year, after giving three other very popular chick foods a liberal trial, we finally adopted the Cyphers Foods and henceforth intend to use them exclusively. Our average hatches have been 84 per cent., our lowest being 74 per cent., and our highest 92 per cent. We expect to increase our plant until we are able to accommodate 6,000 birds, and will use only Cyphers Company manufactures.

FRANK B. HAWKINS, Mgr.,
BIRCHWOOD POULTRY FARM.

"THE CYPHERS IS THE MACHINE FOR ME"

Greenwood, Ark., March 24, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

My first hatch from the Cyphers Incubator came off two days ago and I am pleased to report that it was entirely satisfactory. We got one hundred and eighty-four chicks from two hundred untested eggs. These eggs were bought at a country store and some of them had been kept through the cold weather. The Cyphers is the machine for me.

N. G. CUMBIE.

"THE MACHINE BEATS THE OLD HEN"

Atchison, Kans., June 8, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

Gentlemen: My incubator is a success. We have over five hundred chicks now and have had good results from every setting. The machine certainly beats the old hen. From the first it has worked perfectly. We use your Chick Food, Forcing Food, Beef Scrap, and Scratching Food and find them all satisfactory. Will send you an order in a few days for more of these. Will say in conclusion that I have derived both pleasure and profit from my experience with incubator chickens.

JOHN M. PRICE.

Sidney Center, N. Y., Oct. 28, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I will say that your brooders surprised me. I had chicks in them during last March in the worst weather of the season. I would find them snowed under some mornings, and would shovel them out and the chicks would be ready for their breakfast. I did not lose any from cold weather. I lost more in July by showers. The incubator did good work.

Yours very truly,
W. H. BISHOP.

HAS FOUND CYPHERS GOODS TO BE AS CLAIMED

Union, Oregon, Aug. 10, 1905.

Cyphers Incubator Co., Buffalo, N. Y.

It is with pleasure that I recommend your goods, as I have tried your incubators, brooders and poultry foods and have found them without exception as claimed by your well-known house in its literature given out to the poultry world. Your success is well deserved, as you carry reliable goods.

F. A. CHASE.

Snelling, Cal., July 12, 1906.

Cyphers Incubator Co., Buffalo, N. Y.

I will state that I like the Cyphers Incubators fine, after having owned two other makes. I think the Cyphers is the best and will shortly send you an order for another incubator.

Yours very truly,
W. M. LITTLE.

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